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CENTIMETERS



14:1

Thomas A. Edison Papers

A SELECTIVE MICROFILM EDITION PART V (1911-1919)

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Thomas A. Edison Papers
at
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EDISON GENERAL FILE SERIES

1919

**Edison General File Series
1919. Motion Pictures (E-19-50)**

This folder contains correspondence pertaining to Edison's former motion picture business, his contribution to the industry, and to motion pictures generally. Among the items for 1919 is a communication from Charles Edison to his father expressing optimism that the assets sold in 1918 to the now defunct Lincoln & Parker Film Co. can be reacquired and recommending producer Robert L. Giffen as a buyer. Also included are a letter from Herbert Hancock of Fox News requesting Edison to appear in a propaganda effort to "combat the rapid spread of Bolshevism" and a lengthy communication to the *New York Tribune* from former Edison attorney Frank L. Dyer challenging a statement by attorney Harold Steele MacKaye that French photographer Louis Le Prince invented the motion picture camera.

In addition, there is correspondence with Robert A. Franks, Edison's Llewellyn Park neighbor and Andrew Carnegie's business secretary, regarding a talking motion picture of the late industrialist made five years earlier. A letter from film producer Edward A. MacManus invites Edison to attend the screening of *The Lost Battalion*, a movie about the Battle of Argonne Forest in which the principal characters were played by themselves. Other correspondents include English teacher and prospective screenwriter Mary S. Ayres, travelling exhibitor Lyman H. Howe, Edison associate Miller Reese Hutchison, film industry pioneer Carl Laemmle (whom Edison characterized as a "pirate" and a "crook"), Samuel S. Marquis of the Ford Motor Co., former Motion Picture Patents Co. vice president George F. Scull, and educator J. W. Shepherd. Topics covered in these and other documents include the educational uses of motion pictures, the need for a standard film width, a gyroscope camera acquired by Dyer in 1912, and the construction of the Black Maria film studio. The letter from Shepherd contains a notation by Edison that he was discouraged from making educational films by "the utter lack of interest by the Educational authorities & others."

Approximately 30 percent of the documents, including all incoming letters with substantive marginalia by Edison, have been selected. Most of the unselected items are unsolicited inquiries or suggestions that received routine replies stating that Edison had left the motion picture business.

P
1919

M.P.

u

Universal Film Manufacturing Co.

TELEPHONE BRYANT 8700

CABLE ADDRESS-UNFILMAN

SIXTEEN HUNDRED BROADWAY

NEW YORK January 24th, 1919

Industrial Department

PLEASE ADDRESS ALL COMMUNICATIONS TO THE COMPANY AND REFER TO

*G. E. Co already
have one
measured?*

Mr. Thomas A. Edison,
c/o Thomas A. Edison, Inc.,
Orange, N. J.

Dear Sir:-

Oh No!

It has occurred to us, in reading over the tremendously engrossing and impressive story of your life and career, that the subject contains wonderful material for a great big motion picture - a picture that would be truly an inspiration and a boon to the American People at the present time.

We feel there is great need of such a work at this very moment and that the moment is now ripe for an expression of some sort on the part of those men who helped win the war, and who stand at the helm of industry and public affairs today.

Heroic times call for heroic measures, and it is up to those who have vision and the spirit of progress within them to make use of every possible medium - and particularly the screen - to get to the heart of the people and to show them, by example, what America has meant to those who are her accepted leaders.

This organization would gladly undertake to make such a production, and would produce it under any guarantee and assurance you might see fit to impose; and we are prepared to accept any arrangement that would leave us the slightest margin of profit.

While we are frank to admit this picture would be a feather in our cap, we wish to point out that it could not but greatly enhance the esteem and prestige in which you are already held. If nothing more, it would make a wonderful record for the future, and a monument of which you might well be proud.

Whether or not this matter in any way offends your inclinations, we have no means of knowing; but please be assured that our motive in addressing you emanates solely from a desire to keep abreast of the times and to respond to popular opinion.

*Need to get
Honey the fall of this concern they present
Carl Lambelle was the worst picture it took
him, he stole the camera & always kept it
with him, so we could not get it*

Mr. T.A.E.

-2-

January 24th, 1919

It is hardly necessary to add that Universal is fully qualified to undertake a commission of this kind, ranking with the largest producers and distributors in the world. You are invited to address any one of the enclosed list for verification.

If you are interested and wish to co-operate with us, our representative will be delighted to call upon you at your own convenience and outline a detailed plan and scenario of our entire conception. Please wire your answer, and reverse the charges.

With best wishes, we are

Very truly yours,

UNIVERSAL FILM MANUFACTURING CO.

By

Manager

Harry Levey
Industrial Department

EM:ELD

[ATTACHMENT/ENCLOSURE]

The following Universal Industrial Motion Pictures will be shown by a lecturer to any interested advertiser without charge.

For full information address--

HARRY LEVEY, Manager
Industrial Department

UNIVERSAL FILM MFG. CO.
1600 Broadway - - - New York

List of Subjects Available

TITLE OR SUBJECT	LENGTH	PRODUCED FOR
Deles Lighting System	(Short)	Universal Screen Magazine
Making a Rubber Boot	(Short)	B. F. Goodrich Rubber Co.
Ship Building	1 Reel	Bethlehem Ship Building Corp.
Building an Airplane	8 Reels	Dayton-Wright Airplane Co.
Evaporated Milk	(Short)	Borden Milk Co.
Arming Our Fighting Men	1 Reel	Cott Patent Firearms Co.
Empire Milking Machine	(Short)	Empire Milking Machine Co.
Inventors of Today (Telephone)	2 Reels	Western Electric Co.
A Square Deal for His Wife (Demonstrating Electrical Household Appliances)	2 Reels	Western Electric Co.
Short Pictures of Over Show, Teatle Show, The Story of Silk	(Short)	Individual Exhibitors
Over the Road to Victory	1 Reel	Universal Screen Magazine
Cardless America--A Safety First Propaganda Picture	1 Reel	Firestone Tire & Rubber Company
The Link--To Educate Salesmen	1 Reel	Firestone Tire & Rubber Company
The Fascinating Art of Knitting	1 Reel	Beck Brand Yarns
The Making of a Corset	1 Reel	Warner Bros. Corset Co.
My Lady's Veil	1 Reel	E. & Z. Van Dine
May Irwin's Conservation Leaf	1 Reel	Fleischmann's Yeast
Hearts and Jereys (with May Irwin, a member)	5 Reels	American Jersey Cattle Club
Manufacture of Woodens	2 Reels	Amoskeag Mfg. Co.
Manufacture of Cotton Pique Goods	2 Reels	Amoskeag Mfg. Co.
Paper Making (Educational)	2 Reels	
Strengthen America--Prohibition Propaganda	1 Reel	Strengthen America Campaign
Demonstration of Electrical Household Utilities--a number of short subjects		
-also-		
The House that Runs By Magic--and Santa and the Wonderful Geni	1 Reel	Society for Electrical Development
Canning Rice and Milk	(Short)	Universal Screen Magazine
Dental Hygiene (Dentifrice)	1 Reel	United Drug Co.
Making a Motion Picture	2 Reels	Universal Film Mfg. Co.
Danger Ahead (Auto Safety Light Demonstration)	1 Reel	Warner-Lens Co.
The Girl Behind the Hoe	1 Reel	Women's Land Army of New Jersey
Spending an Advertising Appropriation --A Motion Picture Report of Expenditures for the Northwestern Fruit Growers Exchange	1 Reel	An Advertising Agency
Peckaging Machinery	(Short)	National Pkg. Machine Co.
May Irwin's Jersey Cattle Farm	(Short)	May Irwin
Evolution of a Cough Drop	1 Reel	Smith Bros.
Making a Hand Sew	(Short)	Henry Dinton Sons Co.
Making Pianos	(Short)	Universal Screen Magazine

Hutchison, Miller R.

Hutch

*Get the Camera & 100 is all
hold it here for future*

January 30, 1919

Contingent but if Hutch

Mr. Meadowcroft:

RE: GYROSCOPE CAMERA IN POSSESSION OF MR.
HUTCHISON

*wants to use it for a while
he can do so*

When Mr. Dyer was in Europe in 1912, he purchased an option from Electric Gyroscope Kinematograph Camera Company, Ltd.

on certain patent rights in this camera. This option was afterwards assigned to Thomas A. Edison, Inc., the latter holding it as trustee for Motion Picture Patents Company. The option agreement was afterwards terminated and mutual releases exchanged. Mr. Dyer brought back one or more of the cameras. The amount paid for the option was \$100, and instructions were given to bill this to the Motion Picture Patents Company. We have a bill from Thomas A. Edison Limited at London against Thomas A. Edison, Inc. for certain items including one gyroscope camera (no charge). Probably the camera was thrown in as part of the deal and was brought here to be experimented with and tested. The whole question of patent rights has been wound up and there is no necessity for our retaining the camera for any legal reason. The only question which seems to be undecided is as to the ownership of the camera. It would probably take a very considerable investigation to determine this.

If Mr. Edison wishes to turn the camera over to Mr. Hutchison, perhaps he should get a letter from Mr. Hutchison in which Mr. Hutchison will agree to return the camera if it turns out that it belongs to some one other than Mr. Edison.

Henry Lenahan

HL

476 Clinton Av.
Brooklyn, N.Y.

a

Whealcraft
THE CINEMA COMPOSERS
AT COLUMBIA UNIVERSITY

Explain that I no longer

My dear Mr. Edison: - am engaged in the Moving Picture
field, having sold all my
May I own turn ^{interests} to call to

your attention a group of earnest workers
in the Picture. Members of classes in
photoplay writing at Columbia University,
and of "Cinema Composers Club" composed of
those who have completed such courses.

Some of us who are deeply
interested in the development of pictures
for educational purposes in the classroom
we find no market for our work. We
should be so deeply grateful for advice
in this regard.

Now that war is over, we
are hoping that you will take up this
work once more.

In the course of our short
existence at Columbia, we have already
had many distinguished speakers to ad-
dress us on various phases of our work.
Could we persuade you also to take an

interest in what we are trying to
do and give us, some time, a few
words of help and inspiration? Our
Club meets the 22 & 4th Friday P.M.
at Columbia University.

Respectfully
Mary Starna Ayres

A recent newspaper clipping of an in-
terview of your prophetic in the
"Educational Film Magazine" (January)
leads me to write you and I have
and also to submit the enclosed
script for your inspection, if you will
be so kind.

As teacher of English in
our City high schools, I am at work all
the time on well-known classics.
It only we could find a market for
such endeavor; the result of high
specialized work in both English and
the tech high of the Pictures.

Where may copies of "Educational Film Mag." be ob-
tained? I don't know of it at all.

February 4, 1919.

Mr. H. R. Hutchison,
Woolworth Building,
New York, N.Y.

My dear Mr. Hutchison:

Confirming our telephone conversation this morning in regard to the motion picture camera, I am writing this letter just simply to keep our file records straight.

Mr. Edison made the following memorandum on Mr. Lenahan's note to him:

"Get the Camera and we will hold it here for future contingencies, but if Hutch wants to use it for a while he may do so."

Therefore, in accordance with our arrangement over the telephone, will you please go ahead and use the camera and when you are through with it kindly let me have it and I will put it away in our vault, in accordance with Mr. Edison's wishes.

Will you kindly confirm this arrangement so that my records will be complete.

Yours very truly,

Assistant to Mr. Edison.

A/6467.

February 5, 1919.

Miss Mary Stevens Ayres,
476 Clinton Avenue,
Brooklyn, N.Y.

Dear Madam:

Your letter to Mr. Edison enclosing
scenario "The Old Men's Paradise" or "Recalled
to Life" has been received. He requests us
to say that as he is no longer engaged in the
motion picture field, having sold out all his
interests therein.

We return your scenario herewith by
Registered Mail.

Yours very truly,

Edison Laboratory.

Enclosure.

MILLER REESE HUTCHISON, INC.

CABLE ADDRESS
"PASSACON, NYC"

FIFTY-FIRST FLOOR
WOOLWORTH BUILDING
NEW YORK

TELEPHONES (22)
BARCLAY (22)

Dear Mr. Mendowcroft:

1. I have in my possession a gyroscope motion picture camera belonging to Mr. Edison and recently discovered by me among my effects. It was doubtless brought to my residence either during the fire of 1914 or when my offices were moved from the Laboratory.

2. I recently telephoned you asking if Mr. Edison cared to sell the camera, he having gone out of the motion picture business.

3. I am in receipt of your letter of February 4th, in which you quote a memorandum from Mr. Edison as follows:

"Get the camera and we will hold it here for future contingencies, but if Hutch wants to use it for a while he may do so."

4. Please express my appreciation to Mr. Edison and say to him that as soon as I have photographed a panoramic view of New York from my new offices, and have taken a few pictures of my children, I will return the camera to the Laboratory.

5. As far as I know the camera is in good condition, but I have not seen it in use since 1913 at the Talking Picture Studio where some effort was made to apply, practically.

6. Inasmuch as the camera has no socket, I wish to attach a tripod, and as holding the camera in the hand is far from satisfactory, notwithstanding the gyroscope, I have taken the liberty of having a socket attached to the bottom of the camera. I am purchasing from Willoughby a second hand tripod for supporting the camera, and when the camera is returned to the Laboratory, this socket will remain upon it for attachment to any one of the number of tripods that should be around the Laboratory.

7. If, at any time prior to my return of the camera to the Laboratory, Mr. Edison desires to use it, it will be returned upon telephonic request.

8. With best regards,

Yours sincerely,

M. R. Hutchison

file
Mr Edison
I had it put in writing
to keep in our records.
February 5, 1919.
Mendowcroft *H*

Universal Film Manufacturing Co.

TELEPHONE BRYANT 9700

CABLE ADDRESS-UNFILMAN

SIXTEEN HUNDRED BROADWAY

NEW YORK

PLEASE ADDRESS ALL COMMUNICATIONS TO THE COMPANY AND REFER TO

Feby 6th 1919L

L

no ans

Dear Mr Edison-

For years I have been collecting motion pictures especially posed for my private library, which I intend to leave to my children, and which are not for public exhibition.

I have agreed many, but of course cannot consider my list in any way complete without one of you.

This is an earnest request that you will permit my representative to call upon you for the purpose of making a picture.

Will you not most kindly cause an answer to be made, and I most sincerely hope a favourable one.

With Very best wishes,

I am Truly Yours,

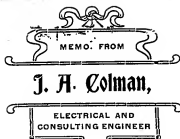
To-

Thos A. Edison.
Menlo Park.
Orange N.J.

Carl Laemmle
Feby

Carl Laemmle

6547



Moonta, S.A. 17th March 1907
CAMPEDOWN,
To Thomas A Edison Esq
Orange N.S.W.

Dear Sir,

I have recently taken out provisional patents for a Phon. Biograph apparatus. My purpose in writing you is to see if you are willing to help me in developin same & placing it in the market.

The idea is very simple & promises to be very effective in successfully combining the talking and picture machine. In my experiments I took an ordinary Biograph film & cut a photographic record of a voice on the plain side of same. The reproducing apparatus is placed between the bottom sprocket wheel and the take up spool. You will see how simple the apparatus is made & fixed.

I would like to know if you would be willing to help me on a share system or royalty or perhaps you may care to suggest some means.

Yours faithfully
J. A. Colman
Moonta, S.A.
Australia

7272

Livingston Gifford,
Gibson Bull,
C. B. Kergman,
Wm. Bull,
W. L. Hunkley,
J. L. Wood.

D
1919 N. P.

Black Maria

Washington Life Building,
11 Broadway.

Gifford & Bull,
Consultants at Large.

Snell

New York, April 4, 1919.

W. H. Mondowcroft, Esq.,
Thos. A. Edison, Inc.,
Orange, N. J.

My dear Mr. Mondowcroft:-

I have looked up so much of the old testimony as I have available here and find that John Randolph testifying in 1900, stated that the "Revolving Photograph Building" was started in December 1892 and finished February 1, 1893. I believe that this is the building usually referred to as "Black Maria". Apparently there was another "Photograph Building", work on which was done from September to November 1889. That this last building was does not appear except that it was a building especially for motion pictures.

Yours truly,

George D. Snell

GS3*3

6865

LYMAN H. HOWE
PRESIDENT

S. M. WALKINSHAW
VICE PRESIDENT AND TREASURER

THE LYMAN H. HOWE ATTRACTIONS
Festivals of Travel

PLAYING THE PRINCIPAL
THEATRES IN AMERICA

GENERAL OFFICES
175-177 WEST RIVER ST
WILKES-BARRE, PA. U.S.A.

May 22, 1919.

S. M. WALKINSHAW
GENERAL MANAGER
R. E. GILLIAM
ASSISTANT
GENERAL MANAGER

CABLE ADDRESS
"HOWEGRAP"
WESTERN UNION CODE



Mr. Thomas A. Edison,
Orange, New Jersey.

Say yes

Dear Mr. Edison:

Will be passing thru your city Wednesday, May 28th.
Will it be convenient for you to see me for a few
minutes in the afternoon of that day?

Kindly advise, and oblige

Yours very truly,

LHH:A

Lyman H. Howe

7236

Lincoln - Parker, Illinois
foreclosure

H. Parker, memo. 5/29/19
on above subject

Attached to weekly letter
May 29/19.



CABLE ADDRESS "HKGNYHOT"

Hotel Knickerbocker

FORTY-SECOND STREET AT BROADWAY

New York May 29th 1914

JAMES H. HIGAN

Mr William H. Meadowcroft
& Mrs. A. Edison
Orange N.J.

Dear Mr Meadowcroft

Will you kindly request
Mr Edison to address this reply to
me at my residence N° 30 Riverside
Drive, Wilkes-Barre Pa. instead of
my office I mark it Personal & oblige

Respy-

Sydney H. Howe

We will return home Tuesday night

The Lyman H. Howe Memorial, Incorporated
The Lyman H. Howe School Co.

Lyman H. Howe,
President

Residence
30 Riverside Drive

General Office
175-177 West River St.
Wilkes-Barre, Pa. 18261

[ATTACHMENT/ENCLOSURE]

Mr. Edison

Don't mark on the
attached paper -
Meadowscroft,

Mr. Edison:

When Mr. Howe came
the other day I made it my
business to find out if he
had any special regard besides
striking friends with you.
He said he was going
to show you the attached paper,
and asked me to look over it
first. After I read it, I decided
not to let you see it.
I called Mr. Howe's
attention to several mistakes,
especially to his alleged suggestion
in paragraph four that you project
pictures on a screen. I told him

you had done it in 1889.

Mr. Howe wanted you to
look over the paper and write
him a letter. I would not
do it - He is evidently going
to publish the paper.

I suggest you have our
Legal Department write a letter
and give him some facts. Then
if there is any newspaper
controversy we shall be able
to show the groundlessness of
his claims to be one of the
pioneers. Meadowscroft,

[ATTACHMENT/ENCLOSURE]

1915 M.P.

LYMAN H. HOWE, MOVING PICTURES.

In this day of improved motion pictures (1918) when the business of making, taking and producing them has grown to the immense proportions of one of the greatest industries in the world, whose financial investment will run into the hundreds millions of dollars, the name of Lyman H. Howe will always stand out as one of the pioneers in this new field of industry, whose high ideals and persistent efforts was one of the great factors in bringing them to their present high state of perfection.

Mr. Howe was primarily an exhibitor and began his career as such with a Miniature Coal Mine & Breaker, which he successfully exhibited at Glen Onoko (near Mauch Chunk) for a period of nine years (1884 to 1893)

About this time Mr. Thomas A. Edison brought out his phonograph which at that time was considered one of the "Seven Wonders Of the World". The sounds produced by the phonograph were carried to the ear by means of ear tubes (rubber tubes running from the diaphragm on the machine to the ears). Mr Howe was one of the first to see the value of this wonderful machine as an exhibit and increased the efficiency of his machine by making a large metal horn and thus was able to entertain large seated audiences at one time. This was a new opening that lead to regular concert work and Mr. Howe was engaged during the time known as the theatrical season in giving phonograph concerts and later he combined the phonograph with his moving picture exhibitions.

In the year 1893 while visiting the Chicago Worlds Fair he was attracted by a slot machine into which a person could drop a nickel and see a moving picture. This was the product of the wizard Edison and was known as Edison's Kinetoscope. To Mr. Howe's receptive and initiative mind it disclosed vistas of new possibilities and achievements and he quickly conceived the idea of projecting moving pictures on a screen. He forthwith communicated with Mr. Edison for the construction of such a machine and was informed that he (Edison) was working on the same idea outlined by Mr. Howe and would shortly produce such a machine.

In the course of some three years Mr. Edison completed the machine known as the Vitascope and his New York agents known as Messrs Raff & Gammon offered Mr. Howe the right to exhibit the Vitascope in the State of Pennsylvania for

[ATTACHMENT/ENCLOSURE]

the sum of \$5,000.00. He declined the offer and then had a machine constructed with unsatisfactory results. Still undaunted he set himself to the task of entirely remodeling this machine and after practically reconstructing it and embodying many new ideas, he secured such admirable results as to make it the most advanced mechanism of its kind at that time.

In 1896 Mr. Howe organized his first company and exhibited moving pictures in all the New England States. In the course of a few years he organized five other ~~companies~~ complete traveling companies that covered nearly the entire United States.

In 1914 Mr. Howe incorporated two companies both of which he is President, known as THE LYMAN H. HOWE FILMS COMPANY, INC. and THE LYMAN H. HOWE ATTRACTIONS, INC.. These companies whose offices and laboratories are located in Wilkes-Barre, are now engaged not only in exhibiting, but also in the taking and producing of travel and educational film subjects of the highest order.

Mr. Howe was born in Wilkes-Barre, Pa., June 9th 1856, of Nathan G. & Margaret (Robbins) Howe, direct descendants of Puritan Ancestors. Mr. Howe married M. Alice Koehler, daughter of Franklin & Susan (Newhard) Koehler of Allentown, Pa., on September 26th 1888. Mr. & Mrs. Howe having no children of their own adopted a son whom they named Lyman Harold Howe, born May 23rd, 1901.

Mr. Howe is prominently identified with many of the local enterprises of his home city. He was President of the Greater Wilkes-Barre Chamber of Commerce 1915-16). He is a director of Kinere Bank of Wilkes-Barre and other local interests. In these war times he is City Chairman of the War Saving Stamp Committee and is also identified with the Red Cross, National Security League, etc.

June 2, 1919.

Mr. J. A. Colman,
Moonta, S. A.,
Australia.

Dear Sir:-

Your letter of March 17th has been received. Evidently you are not aware of the fact that Mr. Edison produced talking motion pictures several years ago and they were shown all over American and in many parts of Europe. As there did not seem to be any insistent demand for them on the part of the public the project was laid aside temporarily.

Mr. Edison expects to take up a line of experiments on this subject a little later on, but he would prefer to proceed in his own way and not to affiliate with other inventors along that line.

Yours very truly,

Edison Laboratory.

A/7272.

m

MAC MANUS CORPORATION
TWO WEST FORTY-SEVENTH STREET, NEW YORK

EDWARD A. MACMANUS
PRESIDENT



TELEPHONE BRYANT
7397

June 4th, 1919.

Mr. Thomas A. Edison,
Orange, N. J.

*Looks funny
no more*

My Dear Mr. Edison:

Major General Robert Alexander, Major G. G. McMurtry and Lieutenant Colonel Whittlesey, commander of the "Lost Battalion" (the men who when asked by the Germans to surrender made the now famous reply, "Go To Hell") and all the surviving members, who went through what is perhaps the most picturesque and discussed episode of the war are appearing in person before the camera so that present and future generations may pictorially witness history in the making.

It is the first attempt to screen authentically a war chapter by filming the actual participants. It is succeeding admirably and will be a triumph of the screen. It was not undertaken from a commercial incentive. The welfare work of the 77th Division will profit from its presentation.

A distinguished audience of public men, army officers, governors of States, United States Senators and Mayors of leading cities have promised to attend in the near future the initial showing of the film at the Ritz-Carlton, New York. A formal invitation will be sent you when the exact date is fixed. It is our desire on this important occasion to read telegrams and cables from public men, which will later be published in the press and shown on the screen.

Over thirty governors, forty Senators and many other officials have already acknowledged the heroism of those men.

If you are too busy to prepare a wire may we rely on the thoughtful courtesy to which the writer gratefully acknowledges his indebtedness for several past favors, to file the enclosed wire today which has been especially worded for you.

*Mr. Edison:
Educating, I guess
MacManus*

Respectfully,

E A MacManus

[ATTACHMENT/ENCLOSURE]

Form 1228

Charge to the account of _____

\$ _____

CLASS OF SERVICE DESIRED	
Telegram	
Day Letter	
Night Message	
Night Letter	<input checked="" type="checkbox"/>

Patrons should mark an X opposite the class of service desired. OTHERWISE THE MESSAGE WILL BE TRANSMITTED AS A FULL-RATE TELEGRAM

WESTERN UNION TELEGRAM

NEWCOMB CARLTON, PRESIDENT

GEORGE W. E. ATKINS, FIRST VICE-PRESIDENT

Receiver's No.
Check
Time Filed

Send the following message, subject to the terms on back hereof, which are hereby agreed to

COLLECT

E.A. "ac⁴anus,
No 2 West 47th street
New York City, N.Y.

I gladly extend wishes of success to any motion picture that visualizes the undying exploits of the Lost Battalion. All Americans should welcome the chance to see the heroes of the Argonne appearing in a faithful reproduction of their historic deeds.

The DE VRY CORPORATION
 Makers of the DeVry ^{DE} The First Portable Projector of Professional Quality
 1248, Marianne Street

10

Chicago, Ill., June 6th, 1919.

Mr. Thos. A. Edison,
 Orange, N.J.

Dear Sir:-

There are increasing strenuous efforts made by several manufacturers to introduce into the Motion Picture industry two standard widths of film instead of the one we use now, claiming that one covers the amusement and the other the educational field. We are writing you for an opinion on the subject.

The present size of film is standardised the world over it would be a folly to change it

a man in the picture of man to do it
 We maintain that two standards would interfere with the natural development on either field as both the theatre as well as the schools use subjects of educational as well as amusement nature, and every reason that is mentioned to make the narrow width film of non-inflammable base holds good to make the standard width of the same material. Furthermore, the world has accepted this one standard as universal and to interfere with it, unless very material and logical reasons make it dominant, would just complicate and hinder the natural development of this field in all directions.

We do believe that all films used in schools, especially in portable projectors, should be of non-inflammable base and should be so marked by a leader approving its use in schools and small auditoriums and in this way any subject would be available and could be printed on such stock and again run on large projectors should they own two machines, one for the auditorium and portable once for the class-room, and this would not necessitate two libraries of films as would be necessary by the other method and which, in all cases, means duplication.

Having known this industry from its infancy and, no doubt, watched its further development with interest, we would greatly appreciate an opinion from you on this phase of it.

7354

Chicago, Ill.
June 6th, 1919.


Mr. Thos. A. Edison,
Orange, N.J.

-2-

Hoping that you will find the time in your busy day to let us have your expression, we sign ourselves, with the greatest appreciation for your great achievement in the many fields you covered.

Very truly yours,

THE DE VRY CORPORATION.


Bernard De Vry
Secy. & Treas.

LW

FZL

6/9/19. ^{MR.}

Mr. E. approved
Giffen 6/9/19.

Mr. Edison -

It looks practically
assured that for not
more than \$2000
we will get our Lincoln
& Park rights free &
clear plus all their other
assets.

This being true we
can again consider
their sale along with
the Studio in earnest.

We have three prospects
Hodkinson - Pat Powers - Giffen

Hodkinson ^{has} offered
\$20,000 down
5000 per month.
to total \$120,000

has always proved unreliable
in past dealings -

Powers has offered
\$50,000 for negatives & alone
or \$100,000 for studio & negatives.
Hard trader and do not
expect we can get much
more out of him. Have
offered it to him for \$150,000
There is yet a chance to get
him -

P.L. Griffen -

option for 90 days for \$5000

30,000 more end of 90 days

Balance of 100,000 on

3 year mortgage payable
on installments - c

All rights in negative
to be released when
total payments reach

60,000 - but stock

still mortgaged until

full amt paid -

Total - \$135,000

Griffen has bought \$14,000
worth of securities from

us and has punctilious
in the discharge of
his obligations -
his excellent reputation
in New York.

?

June 11, 1919.

The De Vry Corporation,
1248 Marianna Street,
Chicago, Ill.

Gentlemen:

I have received your letter of June 6th,
and the following is my opinion. The present size
of film is standard the World over. It would be a
great folly to change it, and I do not think it is
within the power of man to do so.

Yours very truly,

A/7354.

Memo. July 22/19 from Holdens (in Eng. & file)
Camp?

"The Lincoln Banker's note has been returned
closed" as we are free to assign it to assets
which were turned over to us before the bankruptcy
proceedings.

Mr. Edison

Edison
What answer shall we make?
Edison

Edison
What answer shall we make?
Edison

RECEIVED BY



New Richmond, Wisconsin.
August, 7. 1919.

T

Edison, Electric Co.
West Orange, N. J.
Gentlemen:

Attention Patents Department

Knowing that you are interested in meritorious inventions I am writing you in regard to a recent invention of mine on Improvements in Phonographic Pictures.

I have recently lodged in the Patent Office an application for patent on what I think to be the most practical system of Phonographic Motion Pictures invented as yet.

Just to give you a little insight into its value I will point three of its most important features.

1. The synchronizing of reproduction of picture and sound records which has caused inventors so much trouble is in this system very fully accomplished by running them on the same film at a fixed relationship to each other, but in such manner that although the picture record is run intermittently at one point for reproduction the sound record is run continuously at another, thereby giving evenness of reproduction and absolute synchronism.

2. With reference to the sound recording and reproducing apparatus used, The Telephonic which is the best known sound recording apparatus invented to this day fills this important part.

3. Also one of its most credible features is its simplicity of construction. No extra skill other than that necessary for the operation of the present day machine is necessary for the operation of this.

I have just begun the sale of this invention and am offering you the first opportunity to look over the drawings and specifications. If you will write me to this effect I will forward immediately a complete copy of the drawings and specifications. I might also say that this is a new invention and as I have copies of all patents issued to this day I am confident that you have seen nothing similar.

Hoping that this may be of interest to you and awaiting an early reply, I am

Yours very truly,

Louis M. Traiser

THOMAS A. EDISON, INC.
PRIMARY BATTERY DIVISION.

FUNCTION IN QUESTION

MEMO. NO. A-5473

SUBJECT Talking picture of Mr. Carnegie,

DATE Aug. 12, 1919

✓
Mr. Charles Edison:

*Mr. Charles Edison
Sept 1919*

Andrew Carnegie's death recalls that we have a talking picture of him--made about five years ago.

I do not know that the fact is of particular interest, although the thought occurs that later on his family might like to have a print of the film or a copy of the record.

→
L. M. Schenck.

LMH:ABC

7/19/19

*Showered this to Mr. Edison -
He suggests we ought to
wait two or three weeks
& then drop a line to
R A. Francis merely mentioning
that we have such a
film -*

[ATTACHMENT/ENCLOSURE]

THOMAS A. EDISON, INC.
PRIMARY BATTERY DIVISION.

FUNCTION IN QUESTION PRIMARY BATTERY DIVISION

MEMO. NO. A-5811

SUBJECT Talking picture of Mr. Carnegie

DATE Sept. 22, 1919

Mr. W. Masdowaroff:

The attached memorandum is self-explanatory. I imagine R. A. Franks probably was Mr. Carnegie's secretary and doubtless you know him.

If you think the suggestion is worthy of consideration perhaps you will want to carry out Mr. Charles Edison's idea of writing Mr. Franks.

L. V. ~~Edison~~ Masdowaroff.

LWM:ASC

[ATTACHMENT/ENCLOSURE]

7976

Mr. R. A. Frank's

2 East 91st St

New York City,

N.Y.

THE UNIVERSITY OF THE STATE OF NEW YORK
THE STATE DEPARTMENT OF EDUCATION
ALBANY

VISUAL INSTRUCTION DIVISION
ALFRED W. ABRAMS, CHIEF

August 25, 1919

a

Mr Thomas A Edison.

West Orange, N J

My dear Mr Edison:

From time to time I read a statement to the effect that you have declared that "only a few more years will elapse before movies will entirely supplant text books in schools".. May I inquire whether you are correctly quoted in this matter?

My interest in the question grows out of the fact that I have charge of the Visual Instruction Division of the New York State Education Department, and am particularly desirous of keeping informed of the trend of opinion among thoughtful people on the value of pictures as aids to instruction.

Very truly yours

AWA/HLM

AWA
I made the statement
named I think the US govt
should prepare the films

S

WILLIAM-FOX, *Very Best*

WINFIELD R. SHEEHAN, *General Manager*

HERBERT HANCOCK, *Director in Chief*

ADDRESS ALL FILM TO
PELL MITCHELL,
NEWS EDITOR,
FOX NEWS,

3 WEST 64th ST. NEW YORK CITY
TEL. 6161 COLUMBUS

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TO
HERBERT HANCOCK,
DIRECTOR FOX NEWS,
130 WEST 46th ST.

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130 WEST 46th STREET
NEW YORK CITY

TELEPHONE 9300 BRYANT

CABLE ADDRESS
"FOXFILM"

DIRECT WESTERN UNION WIRE

UNITED PRESS SERVICE

September
Third
1919.

Mr. Thomas A. Edison,
West Orange, N.J.

Dear Mr. Edison:-

To combat the rapid spread of Bolshevism throughout the country, Fox News has undertaken, as one of its permanent features, to show in motion pictures the human side of the great men of public affairs by intimate studies of their hobbies, families and life aside from business. In other words, this most powerful motion picture weekly aims to show them to the public as human beings and not the cold, money-making machines the radical elements among the lower classes picture them to be.

We feel sure that you will recognize and appreciate the value of propaganda of this kind, particularly so when government officials have been forced to publicly recognize the menace of the Bolshevik movement. This seems to be the season of labor troubles and labor unrest, and reports indicate that the underground feeling is against the heads of big business who have been made the targets for the outbursts of the radicals.

It is our desire to have you, as one of the foremost men of the nation, appear in Fox News with other leaders in the industrial world, and our representative, Mr. Martin Cassey, will construct his plans to suit your convenience. Fox News is distributed all over the world, and its leading titles are made up in the language where it appears, making its power greater than that of the biggest newspaper enterprises.

Trusting that you will give this matter your serious consideration and lend your aid, as you have always done in the past, to save America for Americans, I am

Very sincerely,

H. S. Hancock
DIRECTOR, FOX NEWS.

Sept. 6, 1919.

Mr. Herbert Hancock,
Director, Fox News,
130 West 46th Street,
New York, N.Y.

Dear Sir:-

Your letter of Sept. 3d has been received and shown to Mr. Edison. He wishes me to say that he has a lot of very important work on hand in connection with some new investigations and experiments that he is making, and he will be unable to spare the time to comply with your request.

Yours very truly,

Assistant to Mr. Edison.

A/7727

Carnegie, Andrew 7

October 6, 1919

Mr. R. A. Franks,
2 East 91st Str.,
New York City.

Dear Mr. Franks:-

It occurs to me that about five years ago we made a talking motion picture of Mr. Carnegie, and I thought I would write to you to mention the fact.

Since that time we have given up the motion picture part of our business, but it is quite possible that we might be able to find the film and the phonographic record, and if you think it desirable, I will have a search made for them.

I thought it more desirable to make mention of this matter to you, rather than to one of the family.

Yours very truly,

25.

Asst. to Mr. Edison.

WILLIAM FOX, President

WINFIELD R. SHEEHAN, General Manager

HERBERT HANCOCK, Director in Chief

ADDRESS ALL FILM TO
PELL MITCHELL,
NEWS EDITOR,
FOX NEWS,

3 WEST 46th ST., NEW YORK CITY
TEL. 6181 COLUMBUS

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TO

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DIRECTOR FOX NEWS,
130 WEST 46th ST.

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FOX FILM CORPORATION



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130 WEST 46th STREET
NEW YORK CITY

TELEPHONE 9360 BRYANT

CABLE ADDRESS
"FOXFILM"

DIRECT WESTERN UNION WIRE

UNITED PRESS SERVICE

My dear Mr. Edison:-
Very I am so overworked October 17, 1919.
present can't give time to this

Positively without cost to you in any shape, manner or form, we would like to make and show a motion picture of you, in several thousand theatres which we supply with our "News Reel" (same as Pathe weekly).

Motion picture audiences we find like our series of "Famous Americans at Play". They are tired of seeing wellknown people sitting at desks, leaving buildings and laying cornerstones. They appreciate intimate motion pictures amid home surroundings, or taken during your hours of leisure.

There is a freshness and charm Mr. Edison in the new, the different, the odd, the unique call it what you will of our series that has led other celebrities to accede to our request for permission to make and show their pictures.

Many of them were at first averse to the idea of screen portraiture, but none have denied us an opportunity to place the facts before them.

Will you kindly drop the undersigned a line (don't phone) when it would be convenient for you, or your secretary to see me so I can go more fully into the matter. Perhaps you do not care to grant permission without first talking it over and reading personal letters from President Wilson, Ex-President Taft and many others in whose judgment you have confidence. They know that 10,000 cameramen work each day for our screen newspaper in more than 70 countries throughout the world and that a request for screen interview merits the courtesy of an appointment.

Respectfully,

William Leslie

FOX NEWS,
130 W. 46th St., New York.

8640

October 18, 1919.

Mr. Arthur Leslie,
Fox News,
130 W. 46th Street,
New York, N.Y.

Dear Mr. Leslie:

Mr. Edison received your letter of October 17th, and wishes me to express his regret that he will be unable to make an appointment for the purpose you mentioned. He desires me to inform you that he is so overcrowded at present that he cannot possibly give the necessary time to comply with your request.

Yours very truly,

Assistant to Mr. Edison.

A/8040

DR. CLINTON E. ACHORN
OSTEOPATH
6 EAST 37TH STREET
NEW YORK
PHONE MURRAY HILL 716

Barnes

October 22, 1919

Dear Mr. Meadowcroft:

Dr. Achorn has written this letter per your suggestion to me, so that you might hand it to Mr. Edison some time so that he can read it at home.

Let me again repeat, Dr. Achorn has nothing to sell - wants no endorsement from Mr. Edison, and is pursuing this new science for the good of mankind and the betterment of the race.

Yours sincerely

Edwin C. Barnes
(8203)

*OK would like to
see the pictures
+ Mr. Edison*

The Ediphone

EDWIN C. BARNES

EDWIN C. BARNES & BROS.
NEW YORK CHICAGO BOSTON

[ATTACHMENT/ENCLOSURE]

HEADQUARTERS—HOTEL NEALPIN
BROADWAY AT 34th STREET

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October 22, 1919

Mr. Thomas A. Edison
West Orange, New Jersey

My dear Mr. Edison:

At the suggestion of my friend Mr. Edwin C. Barnes, I am going to ask that you give me the pleasure of showing you and your associates the first of a series of moving picture anatomy stories, at your laboratory, at your convenience.

I am attaching hereto a letter of invitation sent out to friends and acquaintances to a private showing of this picture on the morning of October 6th.

I am also enclosing herewith comment from five of the New York daily papers, indicating their belief that I was presenting something new, original and helpful to the human race.

I believe that as adults, we run true to type, more or less like animals, and that by experience and training we can exercise intelligent judgment along the lines that interest and are important to us. I believe that there is a physical and anatomical reason for about everything that we do.

The narrow and broad back types, simply have reference to the diet best adapted to these extreme types.

The endurance type may be narrow backed or broad backed. Physical endurance, especially on a stand up job, I believe, is due to the development and position of the sacrum in the pelvic girdle. If a sacrum ossifies in a more or less straight position, the weight of the body is carried on a solid foundation. If this sacrum becomes ossified in a very curved position, the spine and weight are supported on the end of a circle, making it difficult for the person to remain on his feet for long periods at a time.

The world is very much interested in your powers of endurance and ability to go without sleep -- these are

[ATTACHMENT/ENCLOSURE]

HEADQUARTERS—HOTEL McALPIN
BROADWAY AT 316 STREET

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JACOB B. VANDERVE

Mr. T. A. E. p 2

two of the marked characteristics of the flat hipped type.
You may be an exception to the rule; but I am very curious
to see if you do not fit into this type.

I think you and your associates will be interested
in these theories, and it will be a great pleasure for me to
show you this picture any time next week, at your convenience.

Trusting to have the pleasure of meeting you, I remain

Very cordially yours

[ATTACHMENT/ENCLOSURE]

PHONE MURRAY HILL 718

ORIGINAL

INTERESTING

EDUCATIONAL



ACORN ANATOMY STORIES

DR. CLINTON E. ACHORN
6 EAST 37TH STREET
NEW YORK CITY

September 30th, 1919.

Dear Friend:

I enclose a complimentary ticket for a private showing of one of my Anatomy Stories at the Rialto Theater on Monday morning, October 6, 1919, at 10 A. M.

These two reel educational pictures presents simple and original facts about the human body helpful to all - especially to the business man. It is a talk to you about you. They deal with

Three Types of Man

- 1- The "Flat Hipped" (never tired)
- 2- The "Narrow Back" or Carnivorous (Meat Eaters)
- 3- The "Broad Back" or Herbivorous (Vegetarians)

1- The "Flat Hipped" individual seldom experiences physical fatigue. I will show you pictures of men and women selected in this city, from 35 to 78 years old who have never been physically tired.

These pictures show you how to select people for stand up jobs - it is simply a question of anatomy, which, when once called to your attention you will never forget. People who must sit down are not lazy - there is a physical reason. Animated drawings will give a clear idea of why some people are never physically tired, and also give some valuable suggestions on spinal growth and development.

2- The "Narrow Backs" may run as low as 10 feet of small intestines, and require a meat diet.

3- The "Broad Backs" may run as high as 40 feet of small intestines, and are natural vegetarians to whom an excess of meat is poison.

We all fit in between these two extremes. People, like animals, run true to type - those like the Tiger type need meat, while others like the Ox type thrive best on vegetables, grains and fruit.

I would appreciate your attendance and criticism. I will be present and offer an opportunity for the examination of Types and for visitors to ask questions. Additional tickets upon request.

Cordially yours,

October 24, 1919

Mr. W. H. Meadowcroft:

Confirming my conversation with you on the telephone, we can furnish the film and record for the talking picture of Mr. Carnegie. The film is between 350 and 400 feet in length. 4 cents per foot would be a very fair price for it, with perhaps \$3.00 more for the record.

Summer Williams

SW:BBP

This is too small if he wants it ~~all~~ at all he will take it at 20 cents

Mr. Edison:

This would amount altogether to \$19.⁰⁰ for film + record. Shall I charge Mr. Frank's that amount or do you wish to make a larger lump sum?

Mentor

Tata Steel Company
where they should get
the Picquet
give advice for us

If he refuses keep it & we will ultimately sell it to his daughter - & also show it on some of his birthdays at the Club in which he found it

W. A. HENRY, D. VET. AGRICULTURE
S. H. EAGGON, ENTOMOL. AGR. CHIN.

L. A. DELL, BACTERIA
E. H. FARRINGTON, DART HUSBANDRY
P. E. HADLEY, VETERINARY SCIENCE
J. C. HATHORN, POLY. HUSBANDRY
E. HART, AGRI. CHEMISTRY
G. HARTSHORN, AGRI. BACTERIOLOGY
G. S. HEAR, AGRI. LEMNARY

THE UNIVERSITY OF WISCONSIN

MADISON

COLLEGE OF AGRICULTURE AND AGRICULTURAL EXPERIMENT STATION

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DEAN AND DIRECTOR

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ASST. DEAN

F. B. MORRISON,
ASST. DIR. EXPT. STA.

K. L. HATCH,
ASST. DIR. AGRI. EXTEN.

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E. R. JONES, AGRI. ENGINEERING
L. R. JONES, PLANT PATHOLOGY
A. L. MARLATT, HORT. EXPERIENCE
J. D. MOORE, HORTICULTURE
A. A. MOORE, HORTICULTURE
S. H. RICHARD, AGRI. HUSBANDRY
A. R. WHITSON, AGRI. HUSBANDRY
H. F. WILSON, ECONOMIC ENTOMOLOGY

B
1919 TAE-Per.

8217

114. North Chester, Madison

November 8, 1919

Day that I started some years ago
to teach Mathematics, Geography, Chemistry,
Physics, history Etc to young children
by means of Motion pictures & expanded
a large amount of money but the return

Mr. Thomas F. Edison
New Orange, New Jersey

Dear Sir:

For the last two years I have been in charge of the visual instruction work of the Department of Extension of the University of Texas. I am now on a year's leave of absence doing graduate work in the University of Wisconsin and, in connection with Professor O'Shea of the Department of Education, am making a study of the possibilities of motion pictures in class room work. I know that considerable work has been done particularly in the field of science for the high school and college grades, but I am particularly interested in the possibilities of using motion pictures as a textbook or very closely correlated with the textbook in the lower grades in such subjects as arithmetic and reading. Do you know whether or not any films of this sort have been produced, and if so by whom? I am planning as a part of this study to prepare a group of scenarios illustrating what seem to me to be possibilities in this particular field. I will appreciate any information or suggestion which you can give.

I am also undertaking another study with Professor Henmon, Head of the Department of Education in the University of Wisconsin, dealing with the psychological problems connected with visual instruction. I am also making a study under Professor James, Assistant Dean of the Agricultural College, in which we hope to outline possibilities of visualization in the teaching of agriculture, particularly as it applies to the Smith-Hughes work.

Awaiting your reply with interest, I am

Sincerely yours,

W. Shepherd
me to drop the whole subject & add the films & destroyed
some the balance,

2

November 12, 1919.

Mr. Edwin C. Barnes,
114 Liberty Street,
New York, N.Y.

Dear Mr. Barnes:

Mr. Edison has been very busy in the last few weeks, and I have only had opportunity to show him your letter and that of Dr. Achorn today.

He wishes me to say that he would like to see the motion picture referred to and also to meet Dr. Achorn. I would suggest that you get in touch with me over the telephone so that we can arrange a definite date. I think that 24 hours ahead would be quite sufficient time for the purpose.

Yours very truly,

Assistant to Mr. Edison.

A/8203

November 13, 1919.

Prof. J. W. Shepherd,
114 North Charter,
Madison, Wic.

Dear Sir:-

Your letter of November 8th was received and brought to Mr. Edison's personal attention. He desires me to say in reply that about seven years ago he started a project to teach mathematics, geography, chemistry, physics, history, etc., to young children by means of motion pictures. He expended a large sum of money in his experiments, but the utter lack of practical interest manifested by educational authorities, together with other discouraging things, caused him to drop the whole subject, and he sold such films as he had completed and destroyed the remainder.

Yours very truly,

Assistant to Mr. Edison.

A/8217.

ROBERT B. FORD, President
J. L. KELLY, Vice President
B. J. CRAND, Secretary

Ford Motor Company

Automobile Manufacturers

Detroit, U.S.A.

Mr. Thomas A. Edison,
Llewellyn Park,
West Orange, N. J.

November 13 1919

Say I don't want to do it now

Dear Sir:

IN REPLYING REFER TO T

ALL STATEMENTS OR AGREEMENTS CONTAINED IN THIS LETTER ARE CONFIDENTIAL AND NOT TO BE USED IN ANY OTHER CAPACITY WITHOUT OUR CONSENT, AND ALL CONTRACTS ARE SUBJECT TO APPROVAL BY THE SIGNATURE OF A DULY AUTHORIZED EXECUTIVE OFFICER OF THIS COMPANY. CLERICAL ERRORS SUBJECT TO CORRECTION.

The Ford Motor Company produces a film known as "The Ford Educational Weekly," which endeavors to deal exclusively with subjects that are of more than ordinary interest and educational value. We believe that at the present time we could get before the public no more important idea than that men and women who have succeeded in things that are worth while have done so through their own individual efforts and not on account of chance favorable circumstances or conditions.

With this idea in mind we are venturing to request of a few prominent men and women the privilege of putting in a brief way in a film the story of their life, in order to emphasize those things which go to make a real success.

We believe that a series of films such as we have indicated would do a vast amount of good in these days of unrest in which people seem to have forgotten the necessity of earnest work and self-denial as the only road to lasting success.

We are in position, through our Educational Weekly, to put a lesson of this character before more than ten millions of people a week. We have thought of you as a character we would very much like to present in this series and we venture to ask of you the privilege of making such a film.

We trust that we have made our purpose clear, and wish to assure you that should you grant us the privilege we ask, you put yourself under no financial or other obligation, and we would endeavor to put you to as little trouble in the making of the film as possible.

Very truly yours,

FORD MOTOR COMPANY,

Dept. of Education.

*Mr. Edison.
The General Electric
SSM already has a
film depicting the
story of your life.
Measurements*

W. C. Cavanaugh

8223

November 18, 1919.

Mr. S. S. Marquis,
Dept. of Education,
Ford Motor Co.,
Detroit, Michigan.

Dear Sir:

Your letter of November 13 regarding the making of a film showing in a brief way the story of Mr. Edison's life was received and brought to his personal attention.

He wishes me to say that he is at present engaged on a series of very important experiments that require all of his time and concentrated thought, and he would not wish to be disturbed in this work just now.

Possibly you are not aware of the fact that the General Electric Company, Schenectady, has a film of this kind, and I am wondering whether or not it would suit your purpose just as well as making a separate film. If you communicate with them explaining this correspondence, it might be possible that they would be willing to furnish you with a copy of this film.

Yours very truly,

Assistant to Mr. Edison.

Ediphoned:24

November 24, 1919.

Frank L. Dyer, Esq.,
55 Liberty Street,
New York, N.Y.

My dear Mr. Dyer:

Referring to our telephone conversation this morning, I am enclosing herewith the letter of Mr. H. S. Mackaye, which appeared in the New York Tribune of either yesterday or the day before.

Mr. Edison has requested me to send this to you and ask that you kindly answer it, as Mr. Mackaye's letter is so entirely misleading to the public.

With kindest regards, I remain,

Sincerely yours,

Assistant to Mr. Edison.

FRANK L. DYER
55 LIBERTY STREET
NEW YORK

D
1919 M.P.

10

November 26th, 1919.

Mr. William H. Meadowcroft,
Edison Laboratory,
West Orange, N.J.

Dear Mr. Meadowcroft:

Yours of the 24th inst. is received, inclosing letter of Mr. H. S. Mackaye, and in accordance with Mr. Edison's request I have prepared an answer, of which I inclose a copy. I am sending the same to the Tribune tonight in the hope that it will be printed.

With best regards,

Yours very truly,

Frank L. Dyer

8292

Mr Edison:
The Tribune inserted
it. Here it is -
Meadowcroft

[ATTACHMENT/ENCLOSURE]

November 26th, 1919.

To the Editor of the Tribune,

Sir:

Your correspondent, Mr. H. S. Maekaye, takes issue with my statement that "Edison unquestionably was the pioneer in this (motion picture) art." According to Mr. Maekaye, it was not Edison but Augustin LePrince who first conceived the modern motion picture.

In my letter to you of November 14th I was particularly careful to say -

"It is true that a number of dreamers, of the Jules Verne type, said that motion pictures might in the future be produced, but they had not described how they might be made."

And I also recorded the frank acknowledgment of Mr. Edison's that the germ of the idea came from the "work of Muybridge, Marcy and others."

I have been familiar with the LePrince patent, to which Mr. Maekaye refers, for a great many years. LePrince had very much the same conception as Muybridge, although instead of using twenty-four cameras he used only sixteen, and instead of photographing only a single cycle of movement he proposed to operate his cameras successively, over and over again, to photograph numerous cycles. But the underlying thought was wrong. The LePrince photographs were taken from sixteen different points of view, whereas the eye looks at a scene from only a single point of view. Success could only be secured by reproducing what the eye sees; therefore, there

[ATTACHMENT/ENCLOSURE]

To the Editor of the Tribune

- 2 -

November 26th, 1919

could be no conception of a true illusion of movement until there was a conception of using a single camera so constructed as to permit sixteen or more pictures to be taken through a single lens.

This was the essentially brilliant thought in Mr. Edison's conception; it was the key to the problem. And not only was the underlying inventive thought one of great brilliancy but the working out of the mechanical details, by which a great number of composite pictures could be successively taken on a single celluloid strip at this apparently incredible speed, involved inventive talents of the highest order. Of course, every one familiar with photography knew that the actual exposure could be made practically instantaneously, but it required great mental courage to tackle the apparently impossible mechanical problem of moving a film one inch, bringing it to absolute rest, taking a photograph, and moving it forward again, these successive stopping and starting movements taking place sixteen or more times in each second.

Not only did LePrince have the wrong fundamental conception in taking the successive pictures from different points of view, but his disclosure of apparatus for the purpose was crude even to the point of inoperativeness. LePrince did not suggest the use of a light, flexible celluloid film as proposed by Edison, having the necessary strength and lightness to permit of high speed, but on the contrary he mounted the "film transparencies" on "two metallic ribbons punched with holes" and he describes these transparencies as being made of "gelatine, mica, horn, etc." Of course it must be obvious to any one familiar with the subject that such a disclosure would be absolutely impracticable, quite apart from the fundamental underlying defect of the use of sixteen separate cameras.

[ATTACHMENT/ENCLOSURE]

To the Editor of the Tribune - 3 - November 26th, 1919

According to Mr. Mackaye, LePrince "early in 1886 or late in 1886" completed "a camera with which he took moving pictures." I am sure that Mr. Mackaye is at fault in his recollection of this date. That his general remembrance of LePrince is faulty, is indicated by the statement that -

"On his way to Spain, with this object in view, Mr. LePrince suddenly and mysteriously disappeared."

And the inference apparently is to be drawn that this disappearance of Mr. LePrince occurred "shortly after filing his application papers in this country," which was on November 2, 1886.

Now, it appears that in the litigation on the Edison patent - which, by the way, accorded to Mr. Edison full recognition of the pioneer character of his invention - the son of Mr. LePrince was a witness and testified concerning his father's actual work. He said:

"In September, 1890, he (Augustin LePrince) went to France with some friends and, being somewhere in the neighborhood of his brother's house, called on him - stayed until September 16, 1890, where he took the train for Paris on his way to Leeds. He was seen entering the train; the train departed, and that is the last we have heard of him."

This testimony was given in 1898, only ten years after the occurrences in question. Obviously the testimony of Mr. LePrince's son given at that time carries greater conviction than the statements of an outsider given twenty-one years later. Mr. Mackaye is not only incorrect as to the facts concerning Mr. LePrince's disappearance, but also as to dates, since he implies that the disappearance was "shortly after filing his application," when, in fact, it was four years later. According to Mr. Mackaye, LePrince made moving

[ATTACHMENT/ENCLOSURE]

To the Editor of the Tribune

- 4 -

November 26th, 1919

pictures early in 1886 or late in 1885, but according to Mr. LePrince's son the first pictures he ever saw was "between January and April 1888." This, it will be remembered, was subsequent to the date of Mr. Edison's conception "that it was possible to devise an instrument which would do for the eye what the phonograph does for the ear." The testimony of the son also confirms the statement of the patent, because he says that the transparencies "were fitted on metal belts which passed over the drums, and which were flexible enough to prevent the cracking or twisting of the films." On the fundamental point that with the LePrince device the pictures would be taken from different points of view, the following testimony is of particular interest:

"Q. If a series of pictures be taken by a battery of sixteen lenses of a man gesticulating in front of the camera the position of the man on the negatives will vary slightly in the different pictures, will it not?

A. Yes."

In conclusion, it seems to me that the reference to LePrince does not affect in any way the statements made in my letter that -

"What was wanted was not the taking of separate pictures, each from its own point of view, but the taking of many thousands of pictures all from the same point of view, just as a scene might be looked at by the eye. And it was not until this conception was had and a camera was invented having the capacity of taking sixteen or more separate photographs a second through the same objective, that the moving picture art can be said to have had its genesis."

In other words, it is quite clear that LePrince did no more than Muybridge, namely, to take pictures from different points of

[ATTACHMENT/ENCLOSURE]

To the Editor of the Tribune

- 5 -

November 26th, 1919

view, and it is manifest that if inventors went no further than that, there would be no moving picture art, because there would be no illusion.

Yours very truly,

CLASS OF SERVICE	SYMBOL
Telegram	
Day Letter	Blue
Night Message	Red
Night Letter	N L

If none of these three symbols appears after the check (number of words) this is a telegram. Otherwise the character is indicated by the symbol appearing after the check.

WESTERN UNION TELEGRAM

NEWCOMB CARLTON, PRESIDENT GEORGE W. E. ATKINS, FIRST VICE PRESIDENT

CLASS OF SERVICE	SYMBOL
Telegram	
Day Letter	Blue
Night Message	Red
Night Letter	N L

If none of these three symbols appears after the check (number of words) this is a telegram. Otherwise the character is indicated by the symbol appearing after the check.

RECEIVED AT

34NY R 220 13
ORANGE, N. J.
BZ NEWYORK DEC 9 1919

THOS A EDISON

LLEWELLYN PARK ORANGE NJ

THE TENTH ANNIVERSARY OF THE ORGANIZATION OF THE BOY SCOUTS OF AMERICA WILL OCCUR NEXT FEBRUARY AND IN THIS CONNECTION IT IS DESIRED TO INCREASE THE MEMBERSHIP OF THE ORGANIZATION BY HUNDREDS OF THOUSANDS TO THIS END THE EDUCATIONAL DEPARTMENT OF THE UNIVERSAL FILM MANUFACTURING COMPANY HAS OFFERED TO CIRCULATE IN THEATRES THROUGHOUT THE UNITED STATES A MOTION PICTURE ENTITLED AMERICA'S HERITAGE THE BOYS OF TODAY ARE THE MEN OF TOMORROW DEPICTING THE PHYSICAL MENTAL AND MORAL ACTIVITIES OF THE BOY SCOUTS THE NATIONAL ORGANIZATION OF THE BOY SCOUTS OF AMERICA HAS OFFICIALLY ENDORSED THE PICTURE JAMES E WEST CHIEF SCOUT EXECUTIVE IN A LETTER DATED DECEMBER 8TH SAYS WE ARE HAPPY TO PROMISE OUR MOST HEARTY AND CORDIAL COOPERATION AND WILL DO EVERYTHING IN OUR POWER TO HAVE OUR SCOUTMASTERS SCOUT EXECUTIVES AND FIELD REPRESENTATIVES TAKE FULL ADVANTAGE OF YOUR SPLENDID OFFER THE PICTURE AS EXHIBITED TO US FRIDAY WILL RESULT IN BETTER UNDERSTANDING OF WHAT SCOUTING IS AND SHOULD DO MUCH TO WIN NEW FRIENDS FOR THE BOY SCOUT MOVEMENT THE PICTURE WILL BE DISTRIBUTED BY THE UNIVERSAL IN BEHALF OF BOY SCOUTS WITHOUT COST TO THE

CLASS OF SERVICE	SYMBOL
Telegram	
Day Letter	Blue
Night Message	Red
Night Letter	N L

If none of these three symbols appears after the check (number of words) this is a telegram. Otherwise the character is indicated by the symbol appearing after the check.

WESTERN UNION TELEGRAM

NEWCOMB CARLTON, PRESIDENT GEORGE W. E. ATKINS, FIRST VICE PRESIDENT

CLASS OF SERVICE	SYMBOL
Telegram	
Day Letter	Blue
Night Message	Red
Night Letter	N L

If none of these three symbols appears after the check (number of words) this is a telegram. Otherwise the character is indicated by the symbol appearing after the check.

RECEIVED AT COR. MAIN ST. & ESSEX AVE.

34NY R 220 13
ORANGE, N. J.
BZ NEWYORK DEC 9 1919

-2-

ORGANIZATION MAY I HAVE YOUR ENDORSEMENT OF THE PLAN AND A FEW WORDS OF ENCOURAGEMENT BY NIGHTLETTER COLLECT

HARRY LEVEY,
MANAGING DIRECTOR EDUCATIONAL
DEPT UNIVERSAL FILM MFG CO

1600 BROADWAY

9 12A DEC 10 1919

**Edison General File Series
1919. Name Use (E-19-51)**

This folder contains correspondence and other documents pertaining to the authorized and unauthorized use of Edison's name for advertising, trademark, and other purposes. Among the items for 1919 is a communication to Edison from employee George E. Clark regarding Harry Edison of the Edison Patents Co. Also included is correspondence with Jose Perez del Castillo of Key West, Florida, who supplied Edison with cigars and wished to use the inventor's name to promote his products. Other items relate to General Electric's Edison Electric Appliance Co., Inc., and the Edison Polyform Co. The correspondents include A. K. Baylor of General Electric, Edison's general counsel Delos Holden, and Edison associate Miller Reese Hutchison.

Approximately 50 percent of the documents have been selected. The unselected material includes letters concerning the complimentary use of Edison's name, mainly for babies, along with routine letters of acknowledgment. Also not selected is correspondence relating to Edison photographs and autographs similar to the material in E-19-04 (Autograph and Photograph Requests).

Additional items regarding the Edison Electric Appliance Co. can be found in Richard W. Kellow File, Correspondence -- Edison Electric Appliance Company (1917-1920) [env. 176] (Legal Series).

WHITE, GRUBBS & COMPANY

INVESTMENT BONDS

ST. PAUL

March 14, 1919.

Mr. Thomas A. Edison,

Orange, New Jersey

Dear Sir:

We have for some years past been interested in a group of Public Utility properties in the State of North Dakota. We now intend to form a new company to take over these properties and also to acquire several additional ones. This Corporation will be organized under the laws of either Massachusetts or New York, probably the latter, and preliminary arrangements have been made for financing the bonds through two very highgrade firms of Boston bankers. No traction or gas properties will be included in this company.

We should like very much to use the name Dakota Edison Company for this new Company and we are writing to ask your permission for the inclusion of the name "Edison" in the title. If you would be inclined to grant our request upon receipt of more detailed information with reference to the size and character of the properties to be acquired by the Company, and the bankers who are interested in underwriting the bonds, we should be very glad to submit this information to you in confidence.

Very truly yours,

WHITE, GRUBBS & COMPANY

NN.R

BY

W. Wilson

W
Mr. Edison:
I wrote the attached letter so that they
would not take offense for coming
You will notice I made the request
on the first line of the letter
do they cannot feel any
part of a letter.
Nevertheless

6765

March 17, 1919.

White, Grubbs & Company,

St. Paul, Minn.

Gentlemen:

Mr. Edison will not permit the use of his name in any enterprise with which he is not personally identified. This is a settled policy from which he will make no exceptions.

Although he is in Florida at present, and will not see your letter of March 14th until his return, I am writing the above so that you will not be resting on any false hope.

Yours very truly,

Assistant to Mr. Edison.

A/6765.

Edison, Harry

April 17, 1919.

Mr. Edison:-

Subject: Edison Patents Company.

At the request of Mr. Meadowcroft, I have had an investigation made of the Edison Patents Company. This investigation corroborates in detail the report of Proudfoot's Commercial Agency, and at the same time furnishes additional information which indicates -

Family History

- 1....that Harry Edison, known as the President of the Edison Patents Co. resides at 144 Bay 26th.St. Brooklyn.
- 2....That he is the son of Nathan Edison who resides at 1461 Path Ave. Brooklyn.
- 3....That Nathan Edison arrived in this country from Russia 28 years ago, when his son Harry was but three months old.
- 4.... That they have borne the name of Edison since their arrival in this country.
- 5....That both father and son are musicians, the father having at various times been connected with Theodore Thomas' Orchestra, Walter Damrosch, and other musical organizations.
- 6....That the family originally came from Kiev, Russia, where they bore the name of "Adelson".
- 7....The father, Nathan Edison, has a brother Louis, who is connected with Adler's Theatre in New York, and lives at 193 Lavonia Ave. Brooklyn.

(2)

8....Another brother, Thinnie Edison, lives at 142 E. 17th.St., Apt. 29, New York City. He operates a summer hotel in Sullivan County, N. Y.

9....That, from all indications, the name Edison was innocently assumed, and was adopted immediately upon their arrival in this country twenty-eight years ago.

History - Edison Patents Co.

10...Harry Edison, in addition to being President of the Edison Patents Company, is a musician with the Russian Symphony Orchestra.

11...The Edison Patents Co. and the American European Patent Offices Inc. are located in the same office, and all clients desiring to do business with the Edison Patents Co. are informed that the American European Patent Offices Inc. handle all the business of the Edison Patents Company.

12...Marvin Labiner, whose card is herewith attached, meets all comers, and steers them from the Edison Patents Co. to the American European Patent Offices Inc., and thereby diverts any profit that may accrue from their transactions to the American European Company, with the result that "Harry Edison gets little or nothing for the use of his name.

13...Harry Edison has made complaint against his associates for diverting business, and has threatened to withdraw from the business.

14...There is not the slightest doubt that the American European Company, whose officers are the same as those of the Edison Patents Company, persuaded Harry Edison to let them use his name for the purpose of realizing on the name "Edison", and that they in turn have double crossed Harry Edison by diverting all prospective clients to communicate with the Edison Patents Company to the American European Company.

(3)

15...This family of "Edisons" or "Adelsons" are apparently quite industrious and respectable, and are spoken very highly of by their neighbors and acquaintances.

16...Concluding - Neither the Edison Patents Company nor the American European Company are doing any business at this time, and it was their expressed intention to drop the name "Edison", and reorganize and consolidate both corporations with Harry Edison eliminated.

G. E. Clark.

Telephone No. 10362

Marvin Labiner

*Manager
Foreign Dept.
American European Patent Office, Inc.
336 Broadway
New York City*

AMERICAN EUROPEAN PATENT OFFICES, Inc.

(Home Life Building)

NEW YORK CITY

Mr Edison

July 26/19

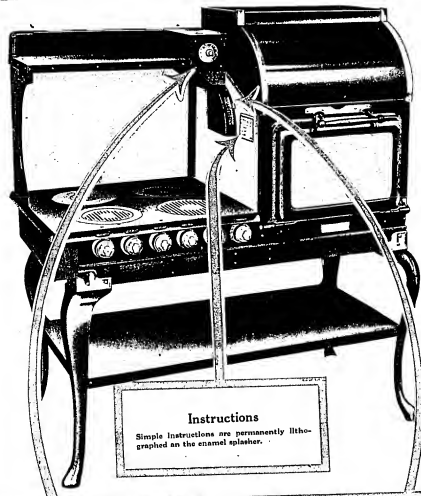
I assume this is for
protection. ^{McIntosh}

^{Hold this for}
^{I want to stop}
^{return I refused}
^{this person}
^{McIntosh}
^{plan}
^{this is gall}
S

The use in the nature of giving
misleading and the General Public
will think you are doing this
concerned for getting in trouble.
H. L. L.

Say I have refused to
permit them to use my
name —

ANNOUNCING THE HUGHES AUTOMATIC



Instructions

Simple instructions are permanently lithographed on the enamel splasher.

Automatic Time Control

Electrically driven Requires no winding

Automatic Temperature Regulator

Actual oven temperature shown in degrees on same graduated scale as regulator pointer.

To be truly automatic a range oven must be so constructed that, after being set, it will do the following without any further attention whatever:—

- food can be put in and controls "set" at any time, regardless of when cooking is to start
- so that cooking will begin at the predetermined time
- and continue for the necessary period
- at the correct satisfactory temperature continuously
- with proper adjustment between top and bottom heat.

This new Hughes Automatic Electric Range will do all of these things and is truly automatic.

This dually controlled Range is extremely flexible and can be operated at will in either of these three ways:—

1. Fully automatic using the automatic time control and automatic temperature regulator.
2. Only the temperature regulator used, current being turned on and off by hand at the oven switches.
3. The temperature regulator used as a limiting device only, both current and temperature being controlled by hand.

The Automatic Time Control

This timing device is electrically operated and automatically turns the current on at any hour and turns it off at any time desired. It is simple to use, requires no winding and is always ready for immediate use.

The Automatic Temperature Regulator

This is an interval oven thermostat that automatically maintains the oven at any desired temperature for any length of time. It responds quickly and shows the actual temperature whether the oven is being heated or cooled. The indicator always shows actual temperature in degrees (as in all modern cook books) instead of by some arbitrary scale.

HUGHES DIVISION

EDISON ELECTRIC APPLIANCE CO., Inc.

Chicago
New York
Ontario, Calif.

Atlanta

True Automatic Cooking

Mrs. Smith decides to serve her dinner at 7:00. It will take two hours to cook it at 350°. She wants to be away from the house from 11:00 until 6:00. Using the Hughes Automatic Range here is what she does:—

- 1—Any time before she leaves the house she turns the dial of the automatic time control to whatever time of day it happens to be.
- 2—She sets the "on" hand to 4:45 P.M.
- 3—She sets the "off" hand to 6:45
- 4—She pushes the button for automatic operation.
- 5—She sets the automatic temperature regulator for 350°
- 6—She turns the lower oven switch to "full" and the upper to "medium" or whatever combination will produce proper results for the dinner in hand.

That is all she does except to put the food in the oven. She goes away when she wants to; she comes back when she is ready. At 6:45 the dinner will be ready to serve.

Now that is a real automatic range. There is no other like it.

The advantages of complete automatic control when applied to a thoroughly standardized range like the Hughes are manifest and require no argument. The women of the country will furnish the answer as soon as it is properly brought to their attention.

Initial ranges will be ready for shipment shortly but production will necessarily be limited. Price of Hughes Automatic Range, \$187.50.

Standard Hughes Ranges

Our output has been increased to handle the present heavy demand and we can give satisfactory deliveries. Let us hear from you.

File in Memo.
under Edison

I talked with Mr. Edison about this today and called his attention to the fact that about 17 1/2 years ago he gave permission to G. L. Morrison to use his name for this Electric Apparatus Co. I do not remember it at first, but Harry Allengarten confirmed my statement.

Mr. Edison thought he had refused this permission to Mr. Morrison within the last two months, but Allengarten and I told him that Morrison's recent

interview with Mr. Edison was to get his permission to use his name on a Vacuum Cleaner, which Mr. Edison refused to allow.

W. H. Allengarten

Sept 6/10

CAPITAL, \$1,500,000.00.

SURPLUS, \$1,500,000.00.

INTERNATIONAL TRUST COMPANY *Z*

CHARLES G. BANCROFT, President.
JERRY L. JEVITT, Vice Pres. & Mgr.
CLIFFORD B. WHITNEY, Treasurer.
A. FRANCIS HAYDER, Trust Officer.



CABLE ADDRESS:
"INTERTRUST BOSTON"
SAFE DEPOSIT VAULTS.

BRANCH
115 SUMMER STREET.

45 MILK STREET
BOSTON, MASSACHUSETTS.

Oct 17/19

Thomas A. Edison & *Day has no work on*
this with a Crooked Co which
is a crooked Co
Orange N.J. ~~I have put out of business~~
Dear Sir *I have 12,500 (Am value) of*
them the Co has
I wish to see the Edison Polyform Co will
you kindly advise me ~~whether~~
because of it & how it affects present
value

I have sent Chas. H. Lerner who is
(Lerner)

and I am sure the Co

You form will oblige

8076

Yours etc

John B. Felt
Box 2622 Bost

October 23, 1919.

John F. Zebley, Esq.,
P. O. Box 2622,
Boston, Mass.

Dear Sir:-

Your letter of October 17 received, and

Mr. Edison wishes us to say in reply that the stock you refer to has no value. The Company in question was a crooked one which he put out of business through the Courts.

Yours very truly,

Edison Laboratory.

25.

COPY

D
1919

TAE - Personal
File

General Electric Co

October 27, 1919.

Mem. to
Mr. Lamson
attached

General Electric Company,
120 Broadway,
New York, N. Y.

Gentlemen:

When I consented in October, 1917, that you might use my name in the title of your Company which makes electrical heating devices, I did not give permission to use a fac-simile, or colorable imitation, of my signature. Yet I see that the Edison Electric Appliance Co., Inc. is using in its advertising a close imitation of my name in fac-simile.

Not only this, but that Company has had the assurance to put an attempted fac-simile of my signature on a sewing machine which it is advertising. A sewing machine is not an electrical heating appliance and the sale of other than heating appliances was not even discussed when you asked permission to use my name in the title of your Company.

I am indignant, and I think righteously so that such an unwarrantable liberty has been taken. The fac-simile of my signature is the property of my own Companies in which I am vitally interested.

You will please notify the Company in question to immediately cease from using any fac-simile or imitation of my signature in its advertising or on any of its wares.

Yours very truly,

(Signed) Thos. A. Edison.

GENERAL ELECTRIC COMPANY

GENERAL OFFICE
SCHENECTADY, N. Y.

NEW YORK OFFICE
EQUITABLE BUILDING
120 BROADWAY

Meade November 8, 1913. *g*

TOMAS A. EDISON, ESQ.,

Orange, N.J.

Dear Mr. Edison:

follow them up watch
S
Your letter of October 27th to the General Electric Company referring to the use by the Edison Electric Appliance Company of the name "Edison" has been delayed because I have been out of town. The letter was referred to me as I have been particularly active on behalf of the General Electric Company in the affairs of the Edison Electric Appliance Co.

The General Electric Company certainly desires not only that the Edison Electric Appliance Co. shall use the name "Edison" in no way that infringes your rights or the interests of your Companies but also that it shall not use the name in any way that is displeasing to you, personally.

I will immediately go into this matter more in detail with the active officials of the Edison Electric Appliance Co. and will also discuss the matter further with Mr. Harrison and other General Electric officials, and you will hear further from us in due course.

AMB:FCB.

Yours very truly,

W. B. Dwyer

8254

Mr. Edison: M. A. K. Bayler
General Electric Co
120 Broadway
New York City

Shall I remind
them that you are
still waiting for their
further reply?

Very sincerely,

Dec 14/19

Yours
J. P.

Key West Fla
Dec. 8, 1919

Castillo

Dear Sir,

Here I send you
the B.D. smokers.

Mr. Edison I never thought
of charging you more
for the cigars.

But you know every
thing is costing more
every day.

That is the reason why I charge
you more.

Mr. Edison I wish you will
give me your sign to put
on my boxes.

I wish you to sign that you
Mr. Edison only smokes the
cigars I make.

As that these are the only
cigars you smoke.

I will thank you very much
for it.

That is a favor you do to
me.

I am going to send you and
Mr. Meadowcroft your
present on Christmas.

Please let me know the
address of Mr. Payne.

I am very thankful to him.
Because he let you know
all what I told him.

I want to send him a
Christmas present.

Yours Truly,

José Pérez del Castillo

1114 Catherine St

Key West Fla.

[ATTACHMENT/ENCLOSURE]

*He may someday be
bought out by
a big factory then
they would want
to do it.*

Mr. Edison:

This is from ^{basile} man
who makes your cigars for
Key West.

He asks if you will
give him some ^{more} cigars
by you that you smoke his
cigars. I suppose he wants to
paste it on his brow.

I presume you will
want me to say that you
are tied up by contracts that
prohibit the use of your
signature outside your own business.

Perhaps you would have
no objection to his stating on

[ATTACHMENT/ENCLOSURE]

his label that you smoke
these cigars regularly.

Meadowcroft

c

December 12, 1919.

Mr. Jose Perez del Castillo,
#1114 Catherine Street,
Key West, Florida.

Dear Sir:

I received your letter of December 8 and also the package containing the 300 cigars which you have sent for Mr. Edison. He is very glad to get them.

Mr. Edison does not find any fault because the price of the cigars is now 5¢. He realizes that you have to pay more for your boxes, labels, etc., and the new price is all right so far as he is concerned.

Now about the use of Mr. Edison's name on your cigars, he wishes me to say he is very sorry that he cannot give you this permission. He is under a contract with his company by which he has agreed not to allow the use of his name except for his own company's business. Therefore he is not able to give anyone permission to use his name in connection with anything else than our own factory products here. He is sorry that he cannot accommodate you, but he would be breaking his contract if he were to do so.

Mr. Paul D. Payne is chief electrician on one of the submarines at the Submarine Base there in Key West.

Yours very truly,

Assistant to Mr. Edison.

Holden

709

December 13, 1919

Mr. Thomas A. Edison:

I enclose herewith a copy of a letter which I have just received from British North American Tobacco Co. of Toronto, Canada, which is self-explanatory and from which you will see that they have destroyed their circular to which we objected, and also have decided to give up the sale of this machine which they have been offering as a premium with cigars. Apparently this incident can now be considered as closed.

Delos Holden

Enc.
DH-ES

CC to Mr. William Maxwell, Supervisor Burns and
R.S. Williams & Sons Co., Ltd., Toronto.

[ATTACHMENT/ENCLOSURE]

C O P Y

BRITISH NORTH AMERICAN TOBACCO CO.

OF CANADA

100 King Street, West

Toronto, Can.

Dec. 6, 1919

Thomas Edison Co.

Orange, N. J.

Dear Sirs:

Legal Dept.

I beg to acknowledge receipt of your letter and note what you say, and in reply we beg to inform you that we have destroyed all our advertising circulars bearing the name Edison, also we are not going to use the machine in connection with our business. This the writer will assure you, that from now on you will not have to draw our attention to the fact again. Trusting that this will meet with your approval, we are,

Yours truly,

B. N. A. T. Co.

H. E. Rollins

GENERAL ELECTRIC COMPANY

GENERAL OFFICE
SCHENECTADY, N. Y.

NEW YORK OFFICE
EQUITABLE BUILDING
120 BROADWAY

December 20, 1919.

Mr. Edison
*follow this
up see they
do it*

Thomas A. Edison, Esq.,
Orange, N.J.

Dear Sir:

I have your letter of the 5th with further reference to the Edison Electric Appliance Company.

When the Edison Electric Appliance Company first began operations they produced "Hotpoint," "Hughes" and "General Electric" lines; the latter trade-mark being "General Electric" in script form. Later it was decided to drop the mark "General Electric" and call this line the "Edison" line and the name was written in script similar to the previous form of the words "General Electric". I personally objected to the form of the mark because it did not seem to me clear and sharply defined and I asked Chicago Headquarters of the Appliance Company to revise the form of the word "Edison". Meantime, I received your letter on the subject and advised them of this, asking them to revise the form of the mark "Edison". They have been doing this and I am expecting a report any day from them as to the steps that have been taken.

Yours very truly,

AKB:FCB

Mr. Edison

**Edison General File Series
1919. Naval Experiments (E-19-52)**

This folder contains correspondence, test reports, and other documents relating to Edison's experimental work for the U.S. Navy, which drew to a close in 1919. Included are reports by John A. Hanley on submarine detector experiments aboard the USS *Hauoli*, *Sachem*, and *Felicia*, along descriptions of those vessels and some instrument recording test strips. Also included is correspondence with Lt. Cdr. Richard B. Coffman of the Third Naval District about experiments with radio sets and the assignment of Navy chief electrician John L. Sweeney and radio operator Howard G. G. Nelson to assist Edison with those experiments.

Approximately 40 percent of the documents have been selected. The unselected material includes copies of Navy technical specifications, documents relating to shipping, duplicates, and items not pertaining to Edison personally.

Related items can be found in E-19-60 (Radio); in the Naval Consulting Board and Related Wartime Research Papers, Special Collections Series; and in the Josephus Daniels Papers, Charles Hummel Collection, *Thomas A. Edison Papers Digital Edition*, X128C.

Gravesend Bay, N.Y.
Jan. 8 1919.

GENERAL DESCRIPTION OF YACHT U.S.S. HAULI S.P.249.

TO THOMAS A. EDISON.

Length overall	220 feet.
Length on waterline	187 feet.
Net tonnage	203
Gross tonnage	300
Coal capacity	55 tons.
Water capacity	5300 gals.
Provisions for 5 days.	
10 K.W. dynamo (No batteries)	
Draught	11 feet.
Beam	21 feet.
4 Cylinder triple expansion engine.	
Single screw propulsion.	
Maximum speed 17 knots. Economic speed 13 knots.	
Wireless telegraph and wireless telephone.	
3 Listening devices.	
Crew 60 men and 6 officers.	
Stub bowsprit (No stays attached)	

J. Hauler

Signed.

T. A. EDISON LABORATORY.
ORANGE, N. J.

REPORT OF TEST ON UNIVERSAL SUSPENSION, ON U.S.S. SACHEM.
Jan. 17, 1919.

To- THOS. A. EDISON.

sheet No. 1.

TEST No. 1.

Apparatus rigged up as shown in the attached sketch.
Water! calm.
Left dock at Sandy Hook, sailed out at a speed of five knots.
Colum tends to come to the surface.
The horizontal and vertical axis's do not work to-gether.
It seems as though it should be rigid horizontally instead of
swinging on that axis.
The above effect was not noticed with small model in lab.
The universal scheme is no good.
We return to dock and prepare for another test.

TEST No. 2.

Removed bearings on horizontal axis and made rigid as shown in
sketch No. 2.
It is now free to swing "only" on a vertical axis. (like a boat
rudder).

Sailed out at a speed of five knots.
Works good at this speed.
Increased speed to ten knots.
It tends to come to the surface at this speed.
After running at ten knot speed for a few minutes, it rose com-
pletely out of the water. the clamps around bow-sprit having slipped.
After straightening up we tried it again at the same speed.

It came to the surface again, the same way.
The clamps on the bow-sprit are only three inches wide, and prob-
ably have not enough surface to resist the upward tendency of colum. by
making them wider it may be possible to over-come this tendency.
However the tendency to raise remains, and the forces produced
would rest at some other point.
The result of the above two tests is, that neither principle
can be applied practically.

SIGNED.

J. A. H. only

1919
D
January 2
Submarine

S. P. No. 249 (Hauoh)
New York, N.Y.

GENERAL DESCRIPTION OF YACHT U.S.S. SACHEM S.P.192

TO THOMAS A. EDISON.

Length overall 210 ft.
Length on waterline 186 ft.
Tonnage 250 250
Coal capacity 35 tons.
Water capacity 5000 gals.
Cruising radius about 600 knots.
Beam 23 1/2 ft.
Draught 10 ft.
Speed (Maximum) 15 knots. Economical speed 12 knots.
4 Cylinder triple expansion engine.
Single screw propulsion.
Wireless telegraph.
6.5 K.W. dynamo. Storage Batteries.
Crew 40 men and 3 Officers.

J. H. ...

Signed.

Mr. Thomas A. Edison,

Subject: Data re U. S. S. "Sachem"

Length, on water line	186 foot
" over all, about	210 " 192.
Beam	23-1/2 foot
Draft	10 foot
Speed	12-1/2 knots
Radius on one filling of bunkers, at	
10 knots cruising speed.	600 knots
Head room between decks	6' 5"
Propellers	one
Engine	Triple Expansion.
Coal	Anthracite
Crew	About 20 men
Can go to sea in any weather	
Captain has long experience, deep sea papers	
Complete set of charts	
Wireless and operator	
Dynamo 110 Volts, 67 Amperes	
Storage Battery needs washing out. We will	
perhaps have to substitute 95 Type A-8 E.	
Will advise later about this.	
The available space for experimental work is	
as follows:	
On deck: Forward 21' x 12' beam	
Aft 12' x 10' " (2 work benches)	
Below: 12' long, 18' wide when fore and aft	
bulkhead has been removed	
Accommodations will be available for ten men beside	
the crew	

It will be

T.A. EDISON LABORATORY, ORANGE, N.J.
REPORT OF WORK AND RESULTS OF EXPERIMENTS FOR THE WEEK ENDING,
FEB. 15, 1919.

To T.A. EDISON.

sheet No. Q1.

Feb. 10. Made the drawings, also ordered the material for the eight foot model. Went to the hauli, to test small three foot model out, in the motor launch. I found that the water jacket on the engine was cracked, and not in running condition. It being impossible to make any tests, I returned to the laboratory. Will work on eight foot affair until launch is repaired.

Feb. 11. My-self and Burns formed the steel plates, on the small hydraulic press in the chemical room.

Feb. 12. Finished model, Am having the front and back seams welded at the phonograph works. I received word this afternoon, that launch was in shape.

Feb. 13. I went to the hauli, now at Bensonhurst. Hauli was turned over to Captain Harris, at eleven o'clock a.m., I went out in launch in the afternoon and made the following tests.

TEST No. 1.

I tried a straight horizontal suspension, let column hang vertical, (no rake). The result was, that column raised to the surface. This is expected, I am merely doing it, to start of at zero.

TEST No. 2.

I now try an angle of five degrees. This acts practically the same, there is no noticeable difference.

TEST No. 3.

Angle of ten degrees. The column swings from side to side, but does not come to the surface.

TEST No. 4.

Angle of fifteen degrees. This is much better, it seems to work very good here, the absorbing arrangement works fine here. When I imitate rolling of boat by twisting small bow-sprit from side to side, the column does not leave the vertical position. (It remains perfectly straight).

sheet No.2.

TEST No. 5.

Angle of twenty degrees.
This is fine, better than No. four.
I can move bow-sprit any way, with-out changing the riding of the column. the absorbing arrangement can be seen taking care of the rolling.

TEST No.6.

Angle of twenty five degrees.
Not as good as No. five,
The absorber does not seem to take care of the rolling here, it seems the angle is to great.

TEST No.7.

Angle of thirty degrees.
No good here, angle is to great.

TEST No.8.

I now go back to fifteen degrees again, I give column a five degree rake, instead of having it vertical, as in test No. one.
This does not effect the riding any, but it eliminates some of the vibration that was present before.

TEST No.9.

I now try angle of twenty degrees, with five degree rake.
This is fine, rides very good here.
This seems to be the point where the strains are reduced to the minimum, and still keep the column in the water.
It is the critical angle.
This is a great advantage over the old forty five degree suspensions.
The absorber takes up the imital shocks of what little strain that is present.
I observed the behaviour of this thing for a long time, giving it all kinds of twists and side movements, (to imitate rolling and pitching).
The principle works out very good on the above model.

All the above data was at a speed of ten knots.

Feb. 14.

Eight foot model was returned from phonograph works, Am having Burne finish of the edges.

This is a very strong and rigid affair. We made one end fast in the vice, and fastened a two foot lever on the other end. We could not twist it to any noticeable extent.

We also put a box under each end, and My-self and Burne stood on it in the middle, it did not bend enough to notice.

I am laying out a twenty degree suspension, with absorbing arrangement, for the above column, am having same made at the laboratory.

There is not very much work to it, and will probably have it finished in a few days.

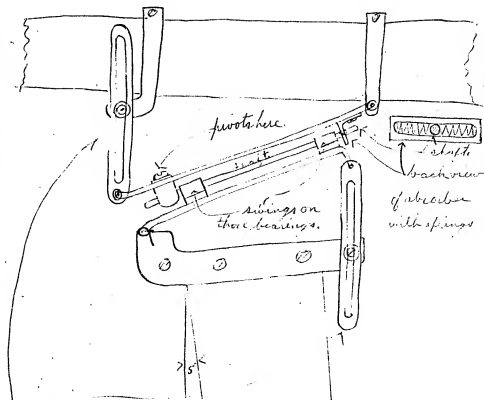
I will rig this up on launch as You suggested, by raising bow-above deck, so as to get conditions in the proper proportion.

SIGNED, *J. A. H. anson*

P.S. I hope You are having a very pleasant time!

[ATTACHMENT/ENCLOSURE]

Sketch of the small model with absorber
and column turns at 20°

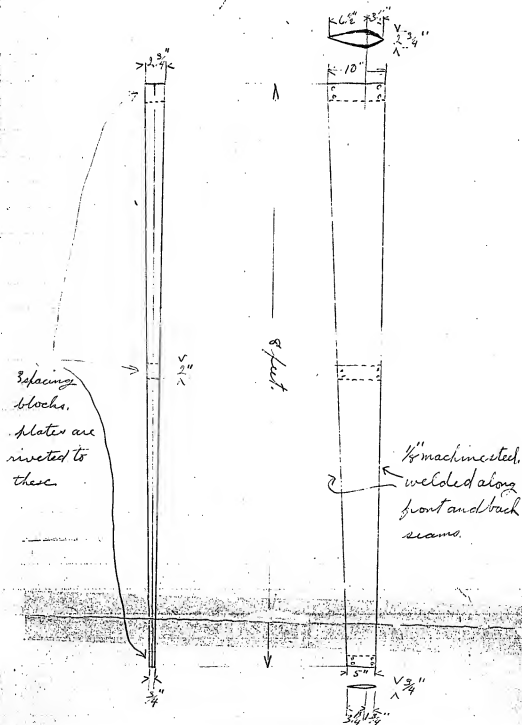


adjustments to get
any angle from 0° to 45°

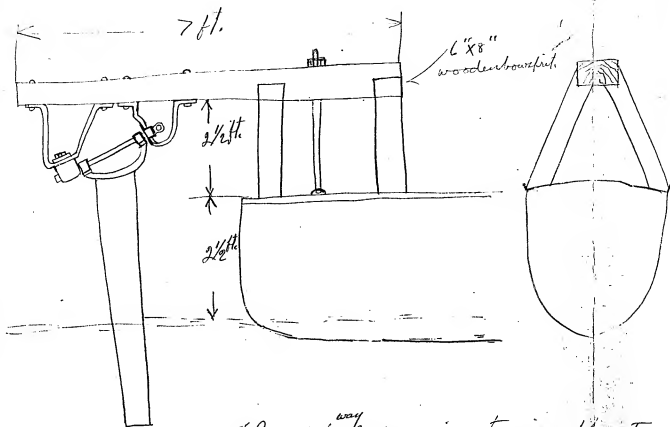
Having found 20°
to be the proper angle
I am making the 8 ft
affair fixed at 20° .

[ATTACHMENT/ENCLOSURE]

Dimensions of 8 ft. steel is June.



[ATTACHMENT/ENCLOSURE]



This is the ^{way} I am going to rig alternator
on launch.

T. A. EDISON LABORATORY.
ORANGE, N. J.

P 1919 Submarine
Detector

March, 5, 1919.

REPORT ON EXPERIMENTS, OF EIGHT FOOT (half size) DUMMY MODEL, ON THE
HAULI'S MOTOR LAUNCH.
To- THOS. A. EDISON.

sheet No. 1.

Feb. 20.

I went aboard the Hauli at Bensonhurst.

Captain said that the Navy People did not want to make the changes requested, as to fitting up of shop. So We decided not to fit any shop aboard, as the work in the future will be of a large nature, and could not be done very well aboard a boat.

Am going to have bench lathe and tools come back to the lab. and will set same up in no. one building.

Feb. 21.

Hauli comes to east twenty third street, for convenience of getting apparatus aboard.

Feb. 24.

Finished work on suspension parts and set up in lab, to see that every thing worked allright before taking aboard boat.

Feb. 25.

Shipped apparatus to the hauli by automobile. and had the equipment aboard returned to laboratory.

Feb. 26.

My-self and Burns fitted the 'out-rigger to launch, also put the colum in place.

It is very cold to day, We did not make a run, as the moving parts would freeze and spoil the action of same. It's also very difficult to make accurate observations in extremely cold weather. especially in this case.

Feb. 27.

Weather is fine to day.

We make a run test down the East river, with intentions of going out in lower bay, We got as far as the Brooklyn Bridge and almost swamped. The river is very rough here, there is a lot of big shipping. the tides come to-gether here also, which helps to make it rough.

The colum behaves very fine, regardless of how the launch is being tossed and pitched about.

We have to return and confine our running tests to the upper part of the East river, where it is not so treacherous.

The speed of launch is ten knots.

We make sharp turns from left to right alternately, and get in the swells of ferry boats and other large boats, to note the action of the absorbing arrangement.

The absorber takes care of all the above movements, and it keeps colum vertical, regardless of what position the boat assumes.

There doesn't seem to be any strains, or twists present as was noticed with previous models, hung at forty-five degrees.

This is the most severe test that this colum can be put to, the launch will not otand a sea heavier than what we are experiencing here, in the river.

Feb. 27. continued.

We return after six hours of running.

Upon examination, found that the springs shortened up somewhat. these springs were made from ordinary spring wire, three thirty seconds of an inch in diameter. they were not hardened or tempered.

I am going to have some more springs made, and will have them tempered, we will then continue tests.

March. 3.

We put a new set of springs in absorber and went out, to repeat tests. after trying a number of different springs we finally hit a suitable set.

Water is very rough in the river to-day.

The absorber can be observed taking care of the rolling and pitching, also the wave slaps.

We run down the river and get in the wake of ferry boats and large river steamers, we also get in all sorts of currents, the launch was tossed about like an egg shell.

At times the whole affair would go completely under water, at times it would raise completely out of the water also.

This has no effect on column what ever, it remains vertical regardless of the behaviour of the launch.

It hardly seems possible for any-thing to stay on the bow of a boat under such severe conditions. It seems to Me that this thing would outlast a half dozen launches.

We return after about seven hours of running, disassemble and remove from launch.

I will set this affair up in lab. for Your inspection, when You return.

Meanwhile I will lay out an affair for the hauli, I will send the drawings to You, for Your approval, before starting the construction of same.

March. 4.

I got sufficient dimensions of the bow of the hauli to lay out an out-rigger, to suspend column from. She has no bow sprit like the sachem had.

SIGNED.

J. A. Hanger

T. A. EDISON LABORATORY ORANGE N. J.

March, 15, 1919.

Mr. EDISON:

I would like to have your O.K. on the inclosed drawings, also criticisms, suggestions as to any changes you would like to have made, before I start the construction of same.

I would also like to know if you want it tested as a dummy first, before covering with rubber. This I think would be the safest thing to do.

The work will have to be done at the Brooklyn Navy yard, as it is of too large a nature to be done at laboratory.

While awaiting your approval I will lay out all the parts in detail and make the templates to form up the column plates with.

The following is data on outrigger, suspension and column.

Outrigger is made from five by two and one-half by one-quarter inch channel iron. It is clamped to the bow-sprit stub in such a way as not to damage the boat in any way.

The width permits the construction of a wood platform on it so that one or two men can work on it without danger of falling overboard.

There is now a rope guard rail on the bough of the hauler. We will continue this around outrigger as extra protection.

The moving parts are protected against bangs, due to poor landings, this is because of their position, as shown in drawing.

The suspension has a movement of twenty-five degrees, (included), which I think is more than is necessary under the worst conditions.

The proper springs to be used in the absorber will have to be determined by experiment.

Approximate weight of the structure complete, with column, is about six hundred pounds.

The tapered construction of the column will permit the use of three quarter inch tubes, nearly the full length of same, instead of half inch tubes as was used in old affairs.

As the column will be welded along the seams, making it water-tight, we can seal up the bottom and use it in the form of a dummy, to learn the riding qualities and the behaviour in general, before covering with rubber and putting the listening tubes in.

SIGNED.

J. A. H. S. S. S.

April 17, 1919.

Lieut.-Commander R. B. Coffman, U.S.N.,
District Communication Superintendent,
Third Naval District,
44 Whitehall Street,
New York, N.Y.

Dear Sir:-

As you may possibly be aware, I have been conducting a series of experiments for the Secretary of the Navy for over two years.

I am still working on a few problems, and now wish to make some experiments with two military short-distance wireless sets, which were loaned to me. Can you conveniently detail two men to assist me for a while in regard to erection of antennae and the installation and operation of these wireless sets? All the men I had working with me on my experiments have been returned.

If you wish to telephone, you can call up my Assistant, Mr. W. H. Meadowcroft, (6900 Orange).

Yours very truly,

A/

ADDRESS DISTRICT COMMUNICATION SUPERINTENDENT

AND REFER TO NO.

QD-5018.371-114.2.

NAVY DEPARTMENT

Enclosures . UNITED STATES NAVAL COMMUNICATION SERVICE
OFFICE OF

DISTRICT COMMUNICATION SUPERINTENDENT ENC/EST

THIRD NAVAL DISTRICT

44 WHITEHALL STREET

NEW YORK CITY

25 April 1919.

From: District Communication Superintendent.
To: SWENNEY, John Leonard, CE (R) USN.
Subject: Transfer Orders.

1. You will proceed this date in charge of draft of the following named, to Laboratory of the Thomas A. Edison, Co. Orange, N.J., and upon your arrival there report to Mr. W. H. Meadowcroft for temporary duty.

2. Your Service Records and Pay Accounts will be retained by the District Communication Superintendent, 44 Whitehall St., N.Y.C. Your Health Records will be retained by the Commandant, Third Naval District, (Record Room) 280 Broadway, N.Y.

3. Transportation is furnished you herewith.

HELSON, Howard Grant G. Etc (R) USN.

CPR

RECEIVED
APR 26 1919
N

[ATTACHMENT/ENCLOSURE]

5018.37

THE RECEIVING SHIP AT NEW YORK

BAY RIDGE BARRACKS

Brooklyn, N. Y.

R-533-JLR:FFR

23 April 1919

From: Commanding Officer.
To: SWEENEY, John Leonard Ch. E. (RO) USN.
Subject: ORDERS TO PROCEED

REFERENCE: (a)

1. You ----- will proceed
this date to the Navy Radio 44 Whitehall St. New York,
and immediately upon your arrival there you will report
to the Officer in Charge.

2. Transportation and subsistence are herewith
provided.

3. Your transfer papers. are forwarded herewith.

R. W. Farley

5018.371-114.7
ERC.MJ.

1st Endorsement

By Direction, 24 April 1919.

From: District Communication Superintendent.
To : Sweeney, John Leonard, C.E. (R) USN.

1. Reported.

[Signature]

[ATTACHMENT/ENCLOSURE]

5073.10
THE RECEIVING SHIP AT NEW YORK.

BAY RIDGE BARRACKS

Brooklyn, N. Y.

R-540-JLR:FFR MUST GO TODAY.

23 April 1919

From: Commanding Officer.
To: NELSON, Howard Grant George, E)RO(1c USN.
Subject: ORDERS TO PROCEED

REFERENCE: (a)

1. You ----- will proceed
this date to the DCS, 44 Whitehall St. N. Y.
and immediately upon your arrival there you will report
to the Officer in Charge.

2. Transportation and subsistence are herewith
provided.

3. Your transfer papers. are forwarded herewith.

This per telephone conversation with Lieut. Rockwell,
this date.

R.M. Farley
By Direction.

5023.10-114.4
ERC.MV.

1st Endorsement.

24 April 1919.

From: District Communication Superintendent.
To : Nelson, Howard Grant George, E)C (R) USN.

1. Reported.

R.C. Coffey

April 28, 1919.

From: Thomas A. Edison, Orango, N.J.

To: Supply Officer, Signal Corps General Supply Depot,
Port Wood, New York Harbor.

Subject: Radio equipment.

1. In the month of March, 1917, certain radio equipment was supplied to me from your Depot, in accordance with instructions from the Chief Signal Officer of the Army. In this connection, you may refer to letter addressed to W. H. Mesdowcroft, care the Edison Company, Orango, N.J., dated March 10, 1917, reference 7586, E-913.

2. I have been so very busy on other experiments for the Government that I have only just been able to resume my experiments on radio signals. In connection with these experiments, I would like to obtain the following:

- 2 - .0025 mfd. max. variable condensers;
- 1 - .001 " " " "
- 1 - .007 " fixed condensers
- 2 - Audion bulbs - 4 prong - type and adapted;
- 1 - Pair Western Elec. phones - Head - for radio;
- 1 - piece Bakelite 7 X 7" - X $\frac{1}{4}$ thick;
- 60 - Ever Ready coils - tungsten;

3. Can you supply the above items without further instructions from the Chief Signal Officer of the Army? If not, shall I make application to him, or will you?

4. I shall be obliged if this matter can receive prompt attention.

(signed) Thos. A. Edison.

A/7028

[ATTACHMENT/ENCLOSURE]

- 2 - .0025 ^{mfd.} ~~max.~~ max. variable
Condensers
- 1 - .001 " " "
- 1 - .007 ^{mfd.} ~~max.~~ ~~M.F.~~ fixed
Condensers
- 2 - Audion bulbs - 4 prong - type
+ adapter
- 1 - Pair West. El. phones - Head -
for radio.
- 1 - piece Bakelite 7 x 7" - x 1/4
thick
- 60 - Ever Ready cells - tungsten

75063
Desk #2

WAR DEPARTMENT.
SIGNAL CORPS GENERAL SUPPLY DEPOT.
FORT WOOD, NEW YORK HARBOR.

Ba/mt

Wireless

May 2, 1919.

From: Supply Officer.
To: Mr. Thomas Edison, Orange, N.J.
Subject: Request for additional material for radio equipment.

1. Referring to your letter dated April 28, 1918 in connection with radio equipment supplied you by this depot on S.C. manifest #913, and held by you on memorandum receipt, be advised that your request for additional material in this connection has been referred to the Zone Supply Officer, Distribution Division, Signal Branch, 461 8th Ave., New York City.

Charles E. Conates
Charles E. Conates,
Major, Signal Corps.

*Mr Edison:
This refers to the additional
apparatus asked for by Lowrey
for greater wave lengths.
I have already telephoned, but
they have not received Major Conates' letter yet
Measurements
followed up
JAG*

*Forward 6000
Est. 663.
Mr. Lynch*

Address reply to the
Zone Supply Officer,
601 8th Avenue, New York.

WAR DEPARTMENT
OFFICE OF THE ZONE SUPPLY OFFICER
NEW YORK CITY May 7, 1919.

Wireless

In answer refer to file No.: 475,7 DD-SC

FROM: Zone Supply Officer, 461 Eighth Ave., New York, N.Y.

TO: Mr. Thomas A. Edison, Orange, N.J.

SUBJECT: Radio Equipment.

1. Referring to your communication of April 28th, requesting a supply of certain material for use in connection with experiments of Radio Signals, be advised that of the items asked for only Tungsten Batteries are available at this Depot and the necessary 60 will be forwarded to your address, it being assumed that they are for use in connection with Government experimental work.

2. Supplementary action on the other items requested by you will no doubt be promptly taken by the Director of Storage, Domestic Operations Division, Signal Branch, Washington, D.C., to whom your communication has been referred.

3. In replying, quote the complete file reference as indicated at the head of this letter, thereby facilitating action in regard to it by placing it in the proper channels for prompt attention.

By authority of the Zone Supply Officer,

DISTRIBUTION DIVISION,

H. J. Weber,
Major, Sanitary Corps,
In Charge, Division,

PH:DS

BY:

Geo. E. Fruit
Geo. E. Fruit,
1st Lieut., Q.M. C.,
Asst. to Officer in Charge, Div.

RECEIVED
(5/14-GWS)
IN REPLY, ADDRESS THE
CONSTRUCTION OFFICER
AND REFER TO NO.

NAVY YARD, NEW YORK
HULL DIVISION

1919 Submarine
BWS - 5/10

850-247-C
SPECIAL DELIVERY.

Edison Laboratories,
Orange, N. J.

Listening Device Section,
Attention of Mr. J. Hanley.

MAILED 1010

SUBJECT: S.P. No. 249 - Hamoli Listening Gear.

1. In connection with the installation of listening gear in conformity with your plans numbered SO 5005, it is requested that this office be furnished, at the earliest possible moment, with one vandyke of assembly of column and suspension, this plan to be sent by special delivery, addressed to the Construction Officer.
2. It is requested that there be furnished also one vandyke drawing, showing the details of this installation, to be forwarded by regular mail, addressed to the Construction Officer.
3. Please consider this matter urgent.

H. T. WRIGHT

By direction, *Wright*

New London, Conn.
May 16 1918.

GENERAL DESCRIPTION OF YACHT U.S.S. SAGACIA S.P. 642

TO THOMAS A. EDISON.

Length overall 179 feet
Length on waterline 154 feet
Tonnage about 200
Beam 31 feet
Draught 9 feet aft 7 feet forward
Cruising radius 400 miles
6 H.P. dynamo. Storage Batteries.
4 cylinder triple expansion engine. 1200 H.P.
Wireless telegraph and wireless telephone.
2 Sanbury boilers.
No listening apparatus.
3 staterooms aft and 1 forward. No Bathroom.
Maximum speed 15 knots. Economic speed 12 to 13 knots.
Steel hull.
Crew 32 men and 4 officers.
Single screw propulsion.

Note: This vessel has been in a collision in August 1918.
Fourteen feet of her bow has been cut off. It will take at least
two months to get her in commission.
She is also offered for sale by the government.

J. H. [Signature]

Signed.

SHEET NO. I

S. P. No. 249 (Hauoli)
New York, N.Y.
May 24 1919.

*Hauoli
Reports*

To: Thomas A. Edison.

Subject: Report of Test of Column and Suspension on
U.S.S. Hauoli S.P. 249, as used in connection
with Edison Submarine Detector.

Wednesday, May 14 1919.

~~Left Navy Yard~~ dock at 2:00 P.M. After maneuvering
around Navy Yard and East River for about half an hour we
proceeded to Bensonhurst and anchored there over night/it
being too late to sail for New London.

The column with suspension behaved very good on the
above short run.

Speed about 12 knots.

Apparatus had quite a severe test while we were
maneuvering around in Navy Yard and East River as it was
necessary to back at full speed at times.

Of course the column would tend to raise to the sur-
face when backing as this phase of the proposition has not
been given consideration.

We set up recording instrument in the chart^{house} of the Ha-
uoli so as to have itⁱⁿ readiness for operation on the following
day.

Inspected apparatus while at anchor in Gravesend Bay
and found everything O.K.

SHEET NO. 2

S. P. No. 249 (Hauoli)

Thursday May 15 1919.

Left Bensonhurst at 7:00 A.M. and proceeded to New London Conn. by the outside route.

We took the outside route so as to get as near to the actual conditions as possible.

Sea was rough (choppy).

The Hauoli pitched and rolled considerably as shown by records.

Records of ship's behavior were taken at various intervals during the day.

Speed was from 12 to 14 knots.

The apparatus behaved very good until 5:00 P.M. when one of the bronze bearings gave way. We were pitching considerably at the time.

Upon examination of the bearing we found that it was a very poor casting, being mostly dirt.

This accident happened off Montauk Point, after sailing about 100 miles (about 10 hours).

This apparatus behaved very good until the bearing gave way.

The sea conditions were very severe throughout the trip, the whole affair raising completely out of the water and submerging at times.

We removed the column from the out-rigger by means of the anchor tackle and placed it on deck, then proceeded to Fott Pond Bay to anchor over night, it being too late to go to New London.

SHEET NO. 3

S. P. No. 249 (Hauoli)

Thursday May 15 1919. Cont.

The above test was by far the most severe we have put any affair to so far.

Friday May 16 1919.

Left Fort Pond Bay at 6:00 A.M. and arrived at New London at 8:00 A.M.

The weather being fine and the water very calm, we took a roll and pitch record so as to compare it with yesterdays records.

Went to the Experimental Station at New London to get a new casting so that test might be continued on the return trip.

Casting promised on Monday.

Saturday May 17 1919.

The finished bearing was sent to the Hauoli at 5:00 P.M.

Monday May 19 1919.

After getting coal and water at New London we proceeded to Fort Pond Bay, arriving there at 4:30 P.M.

Assembled top of column, corrected bearing alignment and hung it in place on the outrigger.

Got everything in readiness with the exception of putting springs in the absorber, darkness having set in making farther work impossible.

I listened in on the listening device on the Hauoli (MV Tube) while coming across Block Island Sound. All that I could hear was a continuous loud roar. This roar was constant regardless of the position of the compensator. It was impossible to center or to get the binoral effect.

This roar is due to water noises. Could not count the R.P.M. of the Hauoli's engine.

SHEET NO. 4

S. P. No. 249 (Hauoli)

Monday May 19 1919 Cont.

I had a graduated listener aboard the Hauoli to listen in on the apparatus.

He reported the same roar and could not count the R.P.M.

Tuesday May 20 1919.

Put springs on absorber and got under way at 6:30 A.M.

Water very calm, weather very clear.

Took roll and pitch records at various intervals during the day.

Column rode much better due to the corrected alignment of the bearings.

In the test of Thursday absorber was not free to work to it's full capacity, because of the binding due to the bearings being out of line.

The absorber can be observed taking care of boat vibrations, wave slaps etc.

About 3:30 P.M. when we were approaching New York increased speed from 13 knots to 17 knots.

Speed seems to have no effect on the riding qualities of the column.

When running at speed 15 to 17 knots there was a distinct note present due to the column acting as a reed. Conditions happened to be just right to produce this note, which was D natural and very loud at times.

When the column is covered with rubber it will change the conditions that produced the above note, thereby eliminating it.

I bored a hole in the wooden ~~plug~~ plug at top of column and put a set of ear tubes in to listen to the noise produced by the wake.

Sheet No. 5

S. P. No. 249 (Hauoli)

Tuesday May 20 1919 continued.

The character of the noise heard in the ear tubes was a low steady roar.

This is due to the wake left behind column, also to the surface friction of same.

When the column would come in contact with a chip or any small solid object in the water it produced a very loud click in the ear tubes.

While running at a speed of seventeen knots one of the springs in the absorber became strained and shortened up. This caused the column to ride a few degrees off the vertical. This in no way impairs the proper operation of the absorber or the riding qualities of the column. Springs of the proper length will overcome this tendency.

Arrived at 79th St. North River at 5:45 P.M..

Wednesday May 21 1919.

I am having new springs made in the laboratory.

I have ordered sufficient sponge rubber and brass wire netting to cover column.

Thursday May 22 1919.

Met Burns in Newark and proceeded to the Hauoli, put new springs in the absorber.

Friday May 23 1919.

A heavy fog prevented us from leaving the dock early. Left dock at twelve o'clock and proceeded outside of Sandy Hook. Condition of sea - rough and choppy. Twenty-five mile wind blowing. Hauli pitched and rolled considerably as shown by records.

The column would submerge completely at times and would occasionally rise clear of the water. Proceeded on various courses designed to record maximum roll and pitch. The absorber functions much better now with the new springs. After seven hours continuous sailing we returned to Seventy-ninth St..

The tests made during the past week convinces us that that the apparatus is now properly designed and will stand up under the most severe conditions. This warrants the completion of the device as to covering and listening tubes.

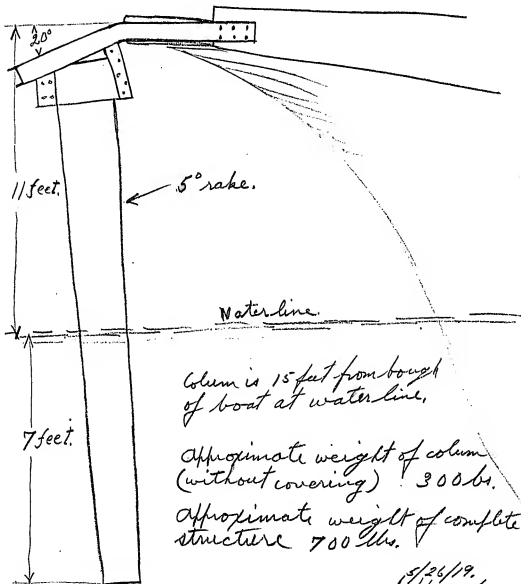
The total time that the column remained on the bow while the ship was under way was thirty hours. The maximum speed attained was seventeen knots. The average speed for all running time was fourteen knots, this being the economical speed of the ship. *Max. roll recorded was 32°. Max. pitch recorded was 16°*

The column will be removed from the outrigger and shipped to the laboratory for completion. Sketch is attached.

signed *J. H. Anley*

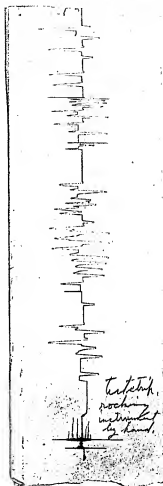
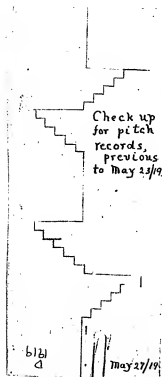
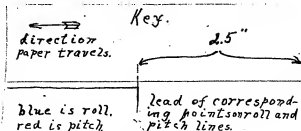
[ATTACHMENT/ENCLOSURE]

Arrangement and demencions of column.



5/26/19.
L. H. andy.

[ATTACHMENT/ENCLOSURE]



UNDERWOOD TYPEWRITER CO.,
INCORPORATED

UNDERWOOD BUILDING
30 VESEY STREET
NEW YORK, U.S.A.

u
IN REPLY PLEASE ADDRESS
METROPOLITAN ACC'TG DEPT.
REFER TO A-2

New York, May 29, 1919.

Edison Experimental Laboratories,
Orange, New Jersey.

Att. - Mr. Meadowcroft

Re: Mr. Howard G. Nelson
116 High Street
Orange, N.J.

Gentlemen:

With further reference to the financial responsibility of the above party who mentioned your name when renting an Underwood, we would appreciate your written confirmation so that we may have same for our files.

We thank you for your attention and enclose stamped envelope for your reply.

Yours very truly,

Blaine Raymond

City Accountant.

7280

Wreles

Mr. Meadowsfoot-

I have carefully
gone over the attached tracing
and it is all right. They need
some one to approve it before
blue print can be made.

May I ask you to approve it.

J. S. Severy

June 2, 1919.

Underwood Typewriter Co., Inc.,
Underwood Building,
30 Vesey Street,
New York, N.Y.

Gentlemen:

RE: Mr. Howard G. Nelson, 116 High St.,
Orange, N.J.

I have received your letter of May 29th, making inquiry as to the financial responsibility of the above-named party. Mr. Nelson is an Electrician in the U.S. Navy. He does not belong to our regular pay-roll here, but has been loaned to Mr. Edison by the Navy Department for some special work that will probably occupy some weeks to come.

He is a very steady admirable young fellow, so highly spoken of by his Officers when they sent him here. All I know about him is from experience personally gained while he has been here and that is all in his favor, but as to his financial responsibility I have no information.

Yours very truly,

Assistant to Mr. Edison.

D
1919 Naval Consulting Hist

June 4, 1919.

Captain C. C. Marsh, U.S.N.,
In Charge Historical Section,
Navy Department,
Washington, D.C.

Dear Sir:-

Mr. Charles B. Hanford has written to Mr. Edison stating that you would like to have the scrap books which were made up under Mr. Edison's directions nearly two years ago, so that they may be preserved in the Historical Department and used for the purposes of obtaining data therefrom.

Mr. Edison takes pleasure in forwarding these books to you and also a few loose clippings which are in an envelope. They are all being forwarded by mail today, addressed to you.

Yours very truly,

Assistant to Mr. Edison.

A/7302.

N.M.L.1

21997

n

NAVY DEPARTMENT
OFFICE OF NAVAL INTELLIGENCE
WASHINGTON

In reply refer to No.

OCM:LES

5 June 1918.

9
Mr. Wm. H. Meadowcroft,
Asst. to Mr. Thomas A. Edison,
Edison Laboratory,
Orange, New Jersey.

Dear Sir:-

I am in receipt of your favor of the 4th inst., also the three scrap books and envelope of clippings sent under separate cover.

Will you please present my compliments to Mr. Edison and thank him for his kindness in sending them.

I feel that the information they contain will be of value to the Historical Section of the Navy Department.

Yours very truly,

C. C. Marsh
C. C. Marsh, Captain, U.S.N.

D
1919 Submarine
Detector

THOMAS A. EDISON LABORATORY.

July 22, 1919.

Mr. W. A. Benney, Sup't.,
Laboratory,
Thomas A. Edison Personal.

Will you kindly arrange with the various
men still in the employ of the Laboratory, who worked
for Mr. Thomas A. Edison on any of the various Govern-
ment Experimental orders to meet in Mr. Kellow's Office
Friday, July 26th, 1919, at 2:30 P. M.

This meeting is requested in order to
gather as much data as possible concerning the list of
Equipment purchased on Government orders, copy of which
you now have. If you will please complete your list of
the Equipment you have been able to locate by that time
it will be appreciated.

G. M. Ryder
LABORATORY OFFICE MANAGER.

CC: Messrs: Theo. Edison, Fred Ott, S. G. Warner, John
Hanley, Wm. Burns, and file.

GMR:AJU.

Sandy Hook. N.J.

July, 28/19.

Mr. Meadowcroft.

Edison Laboratory. Orange. N.J.

Dear Sir!

The Hauoli arrived here at Sandy Hook dock today, at noon. correspondence addressed "U.S.S. Hauoli. S.P.249. care of Post Master. N.Y." will reach here.

We expect to have the apparatus in place, on the bow of the ship, tomorrow or Wednesday. We will then be ready to go out and make some tests. I will send in a report on the results of the tests daily.

From Wednesday untill Saturday of last week, We rearranged the wire stays running from the mast to the bow of the ship, for the purpose of permitting a clear passageway for the sound conducting tubes from top of column to the listening booth. also reconstructed parts of the outrigger to eliminate loose play that might be bothersome while listening in. We had the ship's carpenter make a derrick for convenience of putting the column in place and removing it in such a way as not to cause any damage to same.

My intentions are first, to get familar with, and learn the character of the sound of our own boat, (the Hauoli) also to determine the effect of water noise (if any) at different speeds.

Awaiting any orders, or any special outline of experiments that Mr. Edison might desire.

I am Yours Respectfully.

J. Hanley

REPORT ON TEST OF EDISON LISTENING DEVICE, ON THE

U.S.S. HAUOLI S.P. 249.

Gravesend bay, Aug. 8/19.

To: - Thos. A. Edison.

Prepared to get under way for a run test, to determine the noise of the Hauoli, water noises and to get comparative noises between Edison device and the M.V. tubes installed on the Hauoli.

Water is very calm in bay. (beautiful day).

I am listening in, using the combination three way valve and all metal ear tubes 12" long, tapering from 3/4" to 3/16".

Pull anchor at 10:45 am.

Device listens very noisy. this noise is due to the anchor chain running through house pipe.

Recorder is not running. had trouble with glass pens breaking and did not have time to repair same.

Am listening in port and starboard sides. (four diaphragms).

Hear main engine start at 10:50 am. anchor winch stops. very quiet now. speed is 5 knots. I count 90 faint beats of the Hauoli's engine. Captain says engine is turning 90 rpm. The beats are very faint and of rather long duration, making the noise more of a slight steady roar. Beats are hard to pick out.

The noise is from the engine. There is absolutely no water noise heard in the ear tubes at this speed.

I now listen in M.V. tubes at the same speed, 5 knots. Very noisy, bad water noises. Engine noise is louder than in Edison device but not as clear. Beats are difficult to count due to the bad water noises.

I now listen in Edison devise and increase speed to 10 knots.

The noise increases a little. The beats are in very rapid succession now. The best way I can define it is that of a slightly interrupted roar of a low character. It seems to be distant. Not very strong.

There is NO WATER NOISES WHATSOEVER.

Now reduce speed to 5 knots. Noise diminishes some what. Lower frequency.

I now listen in on the M.V. tube and increase speed to 10 knots. Terrible water noises. Can't discern engine noises at all. We are now outside Ambrose Channel and the Hauli is rolling and pitching quite a lot. (ground swells). This rolling and pitching causes terrible water noises (big bubble noises) in the M.V. tubes.

It would be absolutely impossible to hear a ship over this noise. The noise remains the same regardless of the position of the compensator.

Rolling and pitching makes no difference in Edison devise, except that the quality of the sound varies a little.

Captain Harris, Ensigns Allen and Taylor and Burns listened in on both the M.V. tubes and the Edison devise. All said that Edison devise is the best they ever heard. We all arrive at the same conclusions as to the M.V. tubes and the Edison devise.

I listen in on Edison devise now and reduce speed to 5 knots. I hear a bell ringing, 10 dings per minute. Captain says it's a submarine bell on the Ambrose light ship. She is 2 miles to our port side. We are sailing away from her at 5 knot speed. The bell is very loud and clear. (can hear the overtones). Captain, Allen, Taylor and Burns listen and hear bell.

I now hear a tug boat very loud, 100rpm. She is running to our stern and stops about from 800 to ~~800~~ 900 yards from us.

I still hear bell very loud.

I now have Captain shut down the main engine and all auxiliaries, pumps etc. to determine their respective noises.

We are now lying too. We are rolling and pitching considerable.

There is absolute quietness in the ear tubes. Rolling and pitching does not cause the slightest bit of noise.

Engineer now starts the auxiliaries and the main engine in the following order.

Main exhaust to condenser.....	1:25 pm,
Circulator.....	1:26 ..
Feed pump	1:27 ..
Air pump.....	1:28 ..
Generator.....	1:29 ..
Blower engine.....	1:30 ..
Main engine.....	1:31 .. at 5 knots.

The electric generator makes the most noise of all the auxiliaries. It is a sharp knock of high frequency and is very low in intensity. The main engine drowns out all the auxiliaries. I count 92 beats. Engine room rpm is 90.

Our own engine sounds as though it is at a great distance, this must be due to the position of the diaphragms with respect to the point of sound propagation, and to the fact that we are running away from our own sound. I notice that the sound diminishes considerable as soon as the ship gains momentum after the engine is started. The device is in the correct position scientifically. I don't think it will be necessary to do any canceling out.

We are running at 7.5 knot speed. I still hear bell. Hauoli is still pitching and rolling. I listen in M.V. tube. Terrible noisy at 5 knot speed here. Can't pick up bell at all.

I listen in Edison device. Hear bell very loud and plain. We are now 5 miles away from the light ship with bell on. Captain, Allen and Burns hear bell at this distance running at 5 knot speed.

4

Captain Harris and Myself hears bell plain and loud at 6 miles distance.
We got distance by charted buoys.

We now turn around and run head on to light ship at 10 knot speed. I am listening to pick up the bell. When Hauoli runs at 10 knot speed, her bow jumps up and down (vibration), this causes the brass tubes to hit the rubber hose and is bothersome while listening. This is not continuous, it seems as though one or more of the tubes has a natural period the same as the ships. More sponge rubber supports for brass tubes in hose will prevent this trouble. It only happens at 10 knot speed.

I pick up bell at 2 miles distance and hear it for 2 miles after passing lightship. This is high water mark, BEST EVER.

When we were within a few hundred yards of the lightship I listened in on the H.V. tubes, Could not hear bell at all.

We now come in as it will be necessary to fix up the tubes before we can get any further data accurately.

Sailing in at 5 knot speed so that if column hits anything it will not be liable to damage. I pick up a tug boat at 1300 yards on our starboard beam very plain, 80 rpm.

This is the best devise I have ever listened in on, it certainly is remarkably quiet and entirely free from water noises.

The Captain has requisitioned a range finder from the Navy Department for the purpose of getting accurate distances of ships in connection with our future experiments. All Naval Reserve and duration of war men will have to be released by August 11, this will leave less than half of the crew on the Hauoli. The Captain has sent in a request for sufficient men to have an operating crew untill our experiments are finished.

It will be tuesday at the earliest before we can continue experiments.

The column rides fine since nose piece and clamps have been put on, it holds its form good, it leaves quite a wake behind while running at 10 knots, this wake however, cannot be heard in the ear tubes.

To this date, the column has been in the water for 250 hours without giving any diaphragm trouble what ever.

SIGNED J.A. Menley.

Edison General File Series
1919. New Jersey Patent Company (E-19-53)

This folder contains documents relating to the New Jersey Patent Co. (NJPCo), a patent holding company controlled by Edison. The one item for 1919 is a report by Clarence S. A. Williams on the history of NJPCo. Attached to the report is a list of patents assigned to NJPCo by Edison and his employees.

August 21st, 1919.

SUBJECT: History of the New Jersey Patent Company.

1. Incorporated at Newark, N. J. May 14, 1903, by William Pelzer, Frederick Fischer, and Louis M. Sanders.
2. Authorized capitalization \$10,000.00 and business was started with \$1,000.00 (ten shares).
3. In the original certificate of organization it is stated that "the objects for which the corporation is formed are to apply for, obtain, register, purchase or otherwise acquire and to hold, own, use, operate, sell, assign or otherwise dispose of any and all inventions, improvements and processes and letters patent therefor and any and all formulae, secret processes, trade marks, trade names, and distinctive marks in the United States and other countries, and to use, exercise, grant licenses in respect of or otherwise turn to account any and all such inventions, improvements, processes, letters patent, formulae, secret processes, trade marks, trade names and distinctive marks, and to do any and all things necessary or useful for the purpose of carrying out the foregoing objects in any part of the world as principal, agent, trustee, or otherwise."
4. On January 15, 1906, a special meeting of the Board of Directors was held for the purpose of amending and changing the charter of the Company so that its object not only included the above but also as follows:-
 1. To manufacture, purchase or otherwise acquire goods, wares, merchandise and personal property of every class and description, and to hold, own, mortgage, sell or otherwise dispose of, trade, deal in and deal with the same.
 2. To acquire and undertake the goodwill, property, rights, franchise and assets of every kind and the liabilities of any person, firm, association or corporation, either wholly or partly, and to pay for the same in cash, stock or bonds of the corporation, or otherwise.
 3. To enter into, make, perform and carry out contracts of every kind and for any lawful purpose with any person, firm, association or corporation.
 4. To borrow or raise money without limit as to amount by the issue of or upon debentures or debenture stock, or in such other manner as the corporation shall think fit.
 5. To draw, make, accept, endorse, discount, execute and issue promissory notes, bills of exchange, warrants, bonds, debentures and other negotiable or transferrable instruments.
 6. To take out patents, acquire those taken out by others, acquire or grant licenses in respect to patents, or work, transfer, or do whatever else with them may be thought fit.
 7. To conduct business in any of the states, territories, colonies or dependencies of the United States, in the District of

8/21/19

Columbia, and in any and all foreign countries, to have one or more offices therein, and to hold, purchase, mortgage and convey real and personal property, without limit as to amount therein, but always subject to the laws thereof.

8. To remunerate any person or corporation for services rendered, or to be rendered, in placing or assisting to place or guaranteeing the placing of any of the shares of stock of the corporation, or any debentures or other securities of the corporation, or in or about the formation or promotion of the corporation, or in the conduct of its business.

9. Subject to the provisions of ~~the~~ law to purchase, hold and re-issue the shares of its capital stock.

10. To do any or all of the things herein set forth to the same extent as natural persons might or could do, and in any part of the world.

The foregoing clauses shall be construed both as object and powers.

In general, to carry on any other business in connection with the foregoing, whether manufacturing or otherwise, and to have and to exercise all the powers conferred by the laws of New Jersey upon corporations formed under the "Act Concerning Corporations" (revision of 1896) and the acts amendatory thereof and supplemental thereto; it being hereby expressly provided that the foregoing enumeration of specific powers shall not be held to limit or restrict in any manner the powers of the corporation."

5. In May, 1903, Mr. Sanders resigned and Mr. J. V. Miller was elected a director in the former's place; also Messrs. Pelzer and Fischer resigned and Messrs. Howard Hayes and John Randolph took their places.

6. During the next few years stockholders and directors constantly changed and among those holding offices at different times are the following: Wm. E. Gilmore, Thomas A. Edison, H. F. Miller, Frank Dyer, Charles Edison, Hamilton McKee, William Meadowcroft, S. B. Lambert, Ralph Allen.

7. New By-laws were adopted in February, 1906.

8. On page 45 in the minute book the minutes of a special meeting are given wherein it was resolved that "\$45,000.00 of the railroad bonds shall be sold by the New Jersey Patent Company to the National Phonograph Company." It is not clear how the Patent Company acquired these bonds.

9. On page 47 of the minute book are recorded minutes of a special meeting held February 27th, 1909, where the sale was authorized of certain patents by Thomas A. Edison to the New Jersey Patent Company for \$5,000,000.00. It is not clear from the minutes how the Patent Company financed this purchase, Mr. Edison in his letter merely stating

How financed
J.E.P. 201

8/21/19

that \$3,427,214.06 had already been paid him on account of said patents, applications and inventions, so that there was still owing him \$1,572,785.94.

10. On February 28th, 1911, it was voted to sell all property and assets to Thomas A. Edison, Inc. for 2,000 shares of Thomas A. Edison, Inc. stock having a par value of \$200,000.00. It is not clear to me what has happened to the \$5,000,000.00 of assets in patents, etc. acquired from Mr. Edison in 1909.

11. New By-laws were adopted on June 12, 1916, probably to conform with the standard corporation by-laws of the other interests.

12. On May 23rd, 1917, Thomas A. Edison bought from the Patent Company 2,000 shares of Thomas A. Edison, Inc. stock for \$200,000.00; at the same time the New Jersey Patent Company bought from Mr. & Mrs. Edison 90 shares of Patent stock for \$199,000.00, leaving a balance of the two deals of \$1,000.00 in the New Jersey Patent Company treasury. This also left ten shares outstanding.

13. The present stockholders are as follows:

New Jersey Patent Company	90 shares
Thomas A. Edison,	6 shares
Charles Edison,	1 share
S. B. Mumbert,	1 "
H. F. Miller,	1 "
J. V. Miller,	1 "

Total,-

100 shares

The directors at present are:- Charles Edison, Thomas A. Edison, S. B. Mumbert, H. F. Miller, J. V. Miller.

The officers at present are:-

Charles Edison, Chairman of the Board of Directors
 Thomas A. Edison, President
 S. B. Mumbert, Vice-President and Financial Executive
 J. V. Miller, Vice President and General Manager
 H. F. Miller, Treasurer
 Ralph Allen, Secretary.

There is at the present time no executive committee.

14. Various reasons are given as to the actual purposes for which the Company was formed. Mr. Holden states that at that time it was thought that any legal troubles resulting from price fixing could be avoided if the patents were not actually held by the Phonograph Company. He states, however, that supreme court decisions have rendered this action of no value at present. Mr. H. V. Miller claims that the Company was formed to hold patents in order that no matter what became of the Phonograph company, patents would not be involved. At the present time certain patents, a list of which is attached, are held under assignment by the New Jersey Patent Company, but it is the personal

8/21/19.

opinion of Mr. Heldon that it would be held by the courts that legally these patents belong to Thomas A. Edison, Inc. Mr. H. F. Miller states that it is questionable as to whether the New Jersey Patent Company actually owns these patents or not.

15. At present the Company has \$1,000.00 in the bank, against which is outstanding ten shares of stock having a par value of \$1,000.00. Besides this asset, there are the aforementioned patents which the patent company may own but which I believe would actually be considered as assets of Thomas A. Edison, Inc.

16. Under the present charter, it is privileged to operate along almost any line of activities which it desires.

17. To increase the capital stock to \$300,000.00 it would cost approximately \$60.00 (\$20.00 for each \$100,000.00). On any corporation not classed as a manufacturer there is an annual license fee of one-tenth of one percent on all capital stock issued ~~or~~ outstanding. This would amount to \$300.00 per year on capital issued and outstanding of \$300,000.00. It would cost \$20.00 to change the name.

C. S. A. Williams.

OSAW/BRB

[ATTACHMENT/ENCLOSURE]

Feb. 19, 1919.

PATENT OWNED BY NEW JERSEY PATENT COMPANY

<u>PATENT NUMBER</u>	<u>INVENTOR</u>	<u>TITLE</u>	<u>DATE ISSUED</u>
878,121	Wm. A. Cook	FEED MECHANISM FOR PHONOGRAPHS	Feb. 4, 1908
1,076,694	H. T. Oliver	CAMERA FOCUSING DEVICE	Oct. 28, 1913
1,076,789	A. L. Saltzman	PRIMARY BATTERIES	Oct. 28, 1913
1,078,264	T. A. Edison	PHONOGRAPHIC RECORDING OR REPRODUCING APPARATUS	Nov. 11, 1913
1,078,265	T. A. Edison	PROCESS OF MAKING PHONOGRAPH RECORDS	Nov. 11, 1913
1,078,266	T. A. Edison	SOUND-BOX	Nov. 11, 1913
1,087,110	N. C. Darand	ADVERTISING DEVICE	Feb. 17, 1914
1,087,129	F. H. May	MOTION PICTURE PROJECTING APPARATUS	Feb. 17, 1914
1,087,143	A. L. Saltzman	PRIMARY BATTERIES	Feb. 17, 1914
1,090,909	Eben G. Dodge	PRIMARY BATTERIES	Mar. 24, 1914
1,092,905	Adolph F. Gall	MOTION PICTURE PROJECTING APPARATUS	Apr. 14, 1914
1,092,906	Adolph F. Gall	PROJECTING APPARATUS	Apr. 14, 1914
1,092,911	N. E. Holland	PHONOGRAPHS	Apr. 14, 1914
1,092,646	John Certly	KINETOSCOPIES	Apr. 21, 1914
1,095,285	H. T. Oliver	CAMERA FOCUSING DEVICE	May 5, 1914
1,097,985	S. T. Moore	METHOD OF FORMING SOUND RECORD MOLDS	May 26, 1914
1,097,987	G. S. Osborne	PHONOGRAPHS	May 26, 1914
1,098,100	N. O. Darand	DICTATION MEMORANDUM SHEETS	May 26, 1914
1,099,346	T. A. Edison	PHONOGRAPH REPRODUCERS	June 9, 1914
1,099,347	T. A. Edison	PHONOGRAPH REPRODUCERS	June 9, 1914
1,099,348	T. A. Edison	PHONOGRAPH REPRODUCERS	June 9, 1914
1,099,349	T. A. Edison	METHOD OF MAKING SOUND RECORD MOLDS	June 9, 1914
1,064,443	N. C. Darand	CONTROLLING DEVICES	Aug. 11, 1914

[ATTACHMENT/ENCLOSURE]

-2-

1,109,917	Adolph F. Gall	APPARATUS FOR PRODUCING MOTION PICTURE FILMS	Sept. 8, 1914
1,110,382	T. A. Edison	SOUND MODIFIER	Sept. 15, 1914
1,110,417	J. W. Aylsworth	PROCESS FOR MAKING PHONOGRAPH RECORDS	Sept. 15, 1914
1,110,428	T. A. Edison	PROCESS OF FORMING PHONOGRAPH STYLII	Sept. 15, 1914
1,111,999	T. A. Edison	PHONOGRAPH RECORDS	Sept. 29, 1914
1,115,374	J. W. Aylsworth	SOUND BOX	Oct. 27, 1914
1,117,659	Adolph F. Gall	KINETOSCOPIES	NOV. 12, 1914
1,118,114	T. A. Edison	METHOD OF MAKING MOLDS FOR SOUND RECORDS	Nov. 24, 1914
1,119,113	A. W. Pierman	PHONOGRAPH REPRODUCERS	DEC. 1, 1914
1,119,141	T. A. Edison	SOUND REPRODUCERS	Dec. 1, 1914
1,119,142	T. A. Edison	SOUND RECORDS	Dec. 1, 1914
1,119,269	Adolph F. Gall	PHONOGRAPHS	Dec. 1, 1914
1,122,554	A. G. Tessler	CEMENT	Dec. 29, 1914
1,126,295	A. L. Saltzman	PRIMARY BATTERIES	Jan. 26, 1915
1,126,428	T. A. Edison	SOUND RECORDING APPARATUS	Jan. 26, 1915
1,130,156	T. A. Edison	MACHINE FOR SHAVING SOUND RECORDS OR BLANKS	Mar. 2, 1915
1,137,487	N. H. Holland	PHONOGRAPH REPRODUCERS	Apr. 27, 1915
1,138,360	T. A. Edison	METHOD OF PRESENTING THE ILLU- SION OF SCENES IN COLORS	May 4, 1915
1,138,363	Devereux Elmes	PRIMARY BATTERIES	May 4, 1915
1,142,507	T. A. Edison	SOUND RECORDING APPARATUS	June 8, 1915
1,145,116	Jerry Chesler	ALTERNATING-CURRENT RECTIFIER AND RECTIFYING SYSTEM	July 6, 1915
1,146,390	J. W. Aylsworth	METHOD OF MOLDING SOUND RECORDS AND OTHER OBJECTS	July 13, 1915
1,146,391	J. W. Aylsworth	METHOD OF FORMING MOLDED ARTICLES	July 13, 1915
1,146,413	T. A. Edison	METHOD FOR PRODUCING TABLETS FOR SOUND RECORDS	July 13, 1915
1,146,414	T. A. Edison	METHOD OF MAKING PHONOGRAPH RECORDS	July 13, 1915

[ATTACHMENT/ENCLOSURE]

-3-

1,150,519	N. H. Holland and N. C. Durand	MOTOR CABINET	Aug. 17, 1915
1,152,614	T. A. Edison	PHONOGRAPHIC RECORDING APPARATUS	Sept. 7, 1915
1,152,615	T. A. Edison	ALTERNATING CURRENT RECTIFYING SYSTEM	Sept. 7, 1915
1,152, 616	T. A. Edison	CONTACT FOR ELECTRICAL APPAR- ATUS	Sept. 7, 1915
1,152,646	Sam G. Langley	ALTERNATING-CURRENT RECTIFIER	Sept. 7, 1915
1,155,512	A. L. Saltzman	PRIMARY BATTERIES	Oct. 5, 1915
1,155,572	N. H. Holland	PHONOGRAPHS	Oct. 5, 1915
1,158,659	T. A. Edison	PHONOGRAPH RECORDS	Nov. 2, 1915
1,158, 660	T. A. Edison	PHONOGRAPH RECORDS	Nov. 2, 1915
1,158, 661	T. A. Edison	PHONOGRAPH OR TALKING MACHINE	Nov. 2, 1915
1,162,779	N. H. Holland	STARTING AND STOPPING MECHANISM	Dec. 7, 1915
1,162,780	N. H. Holland	MOTORS	Dec. 7, 1915
1,162,800	Wm. P. Nehr	PHONOGRAPHIC MOLDING APPARATUS	Dec. 7, 1915
1,167, 460	J. W. Ayleworth	MOLDED ARTICLES	Jan. 11, 1916
1,167, 487	F. H. Fairweather	CONTROLLING DEVICES	Jan. 11, 1916
1,167,499	W. E. Holland	PRIMARY BATTERIES	Jan. 11, 1916
1,167,500	N. H. Holland	PHONOGRAPHS	Jan. 11, 1916
1,167,501	N. H. Holland	PHONOGRAPHIC APPARATUS	Jan. 11, 1916
1,170,258	Delos Holden	PHONOGRAPH OR TALKING MACHINE	Feb. 1, 1916
1,174, 249	Adolph F. Gall	FILM-FEED MECHANISM	Mar. 7, 1916
1,174,274	B. P. Philpot and H. A. Cook	APPARATUS FOR MANUFACTURING PHONOGRAPH RECORDS	Mar. 7, 1916
1,174,282	Charles Schiffel	MACHINE FOR SHAVING SOUND RECORDS	Mar. 7, 1916
1,175,014	N. H. Holland	PHONOGRAPHS	Apr. 4, 1916
1,178,061	Frank L. Dyer	PHONOGRAPHS	Apr. 4, 1916
1,178, 062	T. A. Edison	MOVING PICTURE APPARATUS	Apr. 4, 1916
1,182,894	Jerry Chesler	ALTERNATING-CURRENT RECTIFIER AND RECTIFYING SYSTEM	May 16, 1916

[ATTACHMENT/ENCLOSURE]

-4-

1,182,897	T. A. Edison	APPARATUS FOR RECORDING AND REPRODUCING MOTION AND SOUNDS	May 16, 1916
1,182,921	F. H. May	MOTION PICTURE PROJECTING APPARATUS	May 16, 1916
1,187,118	Peter Weber	STOP DEVICES	June 13, 1916
1,187,135	Adolph F. Gall	LENS SUPPORTING AND ADJUSTING DEVICES	June 13, 1916
1,187,137	Adolph F. Gall	REPRODUCTION OF MOTION PICTURE FILM	June 13, 1916
1,190,072	E. L. Aiken	PROCESS AND APPARATUS FOR MOLDING	July 4, 1916
1,190,133	T. A. Edison	MEANS FOR RECORDING SOUNDS	July 4, 1916
1,197,722	N. O. Durand	SOUND MODIFIERS	Sept. 12, 1916
1,197,723	T. A. Edison	COATING APPARATUS	Sept. 12, 1916
1,197,732	Adolph F. Gall	MOTION PICTURE PRINTING MECHANISM	Sept. 12, 1916
1,201,448	T. A. Edison	COATING APPARATUS	Oct. 17, 1916
1,201,449	T. A. Edison	SOUND MODIFYING DEVICES	Oct. 17, 1916
1,201,479	Edward McGall	PRIMARY BATTERIES	Oct. 17, 1916
1,201,480	Edward McGall	PRIMARY BATTERIES	Oct. 17, 1916
1,201,481	Edward McGall and M. D. Maccomson	SALVANO BATTERIES	Oct. 17, 1916
1,204,420	T. A. Edison	SOUND BOX	Nov. 14, 1916
1,204,424	Adolph F. Gall	KINETOSCOPES	Nov. 14, 1916
1,204,425	Adolph F. Gall	LENS-SUPPORTING DEVICES	Nov. 14, 1916
1,207,382	T. A. Edison	PRIMARY BATTERIES	Dec. 5, 1916
1,207,383	T. A. Edison	SOUND RECORD TABLETS	Dec. 5, 1916
1,207,404	N. H. Holland	BIOMOGRAPH REPRODUCERS	Dec. 5, 1916
1,211,874	A. N. Pierman	BIOMOGRAPH REPRODUCERS	Jan. 9, 1917
1,213,197	N. H. Holland	BIOMOGRAPHS	Jan. 23, 1917
1,214,920	N. H. Holland	ELECTRIC SWITCHES	Feb. 6, 1917
1,215,309	Sam G. Langley	MEANS FOR CHARGING STORAGE BATTERIES	Feb. 6, 1917
1,221,981	T. A. Edison	ALTERNATING-CURRENT RECTIFIERS	Apr. 10, 1917
1,226,866	N. H. Holland	TELEPHONE TRANSMITTERS	May 22, 1917

[ATTACHMENT/ENCLOSURE]

-5-

1,229,749	H. H. Holland	PHONOGRAPHS	June 12, 1917
1,229,697	H. P. Allen	REELS	June 12, 1917
1,230,616	J. W. Aylsworth	METHOD OF MAKING PHONO RECORDS	June 19, 1917
1,230,819	A. F. Gall	SUPPORTS	June 19, 1917
1,234,450	T. A. Edison	CELLULOID RECORD BLANKS	July 24, 1917
1,234,451	T. A. Edison	MOLD OR TRANSFER PLATES	July 24, 1917
1,242,792	A. F. Gall and N. A. Curtiss	MOVING PICTURE MACHINES	Oct. 9, 1917
1,242,858	I. D. Pike	PHONOGRAPHS	Oct. 9, 1917
1,245,192	Jerry Chaslor	CONTROLLING DEVICE FOR MOVING PICTURE MACHINES	Nov. 6, 1917
1,246,468	T. A. Edison	CELLULOID RECORD BLANKS	Dec. 4, 1917
1,248,541	B. F. Philpot	HOLDING PHONOGRAPHS RECORDS	Dec. 4, 1917
1,265, 179	John P. Constable	PHONOGRAPHS OR TALKING MACHINES	May 7, 1918
1,266,777	H. C. Durand	PHONOGRAPHS	May 21, 1918
1,272,174	E. J. Aiken	MOTION PICTURE PROJECTING APPARATUS	July 9, 1918
1,272,261	N. H. Holland	CONTROLLING DEVICES	July 9, 1918
1,272,262	H. H. Holland	PHONOGRAPHS	July 9, 1918
1,275,257	H. H. Holland	PHONOGRAPHS	AUG. 13, 1918
1,275,302	A. N. Pierson	SOUND REPRODUCERS	AUG. 13, 1918
1,282,011	J. W. Aylsworth and E. J. Aiken	THE PRODUCTION OF SOUND RECORDS	Oct. 15, 1918
1,283,450	J. W. Aylsworth (Deceased) etc.	SOUND RECORDS	Nov. 5, 1918
1,283,771	N. H. Holland	PHONOGRAPHS	Nov. 5, 1918
1,283,470	J. P. Constable	RATCHET DEVICES	Nov. 5, 1918
1,286,259	T. A. Edison	MEANS FOR RECORDING SOUNDS	Dec. 3, 1918
1,286,357	S. G. Langley	SWITCHES	Dec. 3, 1918
1,290,138	T. A. Edison	FRICTION SPEED GOVERNORS	Jan. 7, 1919
1,290,199	N. H. Holland	CONTROLLING DEVICE FOR PHONOGRAPHS	Jan. 7, 1919
1,290,454	F. D. Lewis	CATCHES	Jan. 7, 1919
1,292,277	T. A. Edison	SLAGING MACHINES	Jan. 21, 1919
1,295565	Evan B. Basch	PHONOGRAPHIC DICTATING MACHINES	Sept. 10, 1918

[ATTACHMENT/ENCLOSURE]

DESIGN PATENTS

OWNED BY

NEW JERSEY PATENT COMPANY

45,043	K. F. G. Goetting	ORNAMENTAL DESIGN FOR CAVINET	Dec. 16, 1913
45,048	F. D. Lewis	ORNAMENTAL DESIGN FOR CABINET	Dec. 16, 1913
45,126	Jos. Rubino	ORNAMENTAL DESIGN FOR CABINET	Jan. 6, 1914
50,966	Wm. A. French	ORNAMENTAL DESIGN FOR CABINET	June 26, 1917
50,967	Wm. A. French	ORNAMENTAL DESIGN FOR CABINET	June 26, 1917
50,968	Wm. A. French	ORNAMENTAL DESIGN FOR CABINET	June 26, 1917
50,969	Wm. A. French	ORNAMENTAL DESIGN FOR CABINET	June 26, 1917
50,970	Wm. A. French	ORNAMENTAL DESIGN FOR CABINET	June 26, 1917
50,971	Wm. A. French	ORNAMENTAL DESIGN FOR CABINET	June 26, 1917
52,491	W. O. Pitts	ORNAMENTAL DESIGN FOR A PHONO- GRAPH CABINET	Sept. 24, 1918
52,492	W. O. Pitts	ORNAMENTAL DESIGN FOR A PHONO- GRAPH CABINET	Sept. 24, 1918
52,493	W. O. Pitts	ORNAMENTAL DESIGN FOR A PHONO- GRAPH CABINET	Sept. 24, 1918
52,494	W. C. Pitts	ORNAMENTAL DESIGN FOR A PHONO- GRAPH CABINET	Sept. 24, 1918
52,721	R. C. Aimone	ORNAMENTAL DESIGN FOR A PHONO- GRAPH CABINET	Dec. 10, 1918
52,722	R. C. Aimone	ORNAMENTAL DESIGN FOR A PHONO- GRAPH CABINET	Dec. 10, 1918
52,723	R. C. Aimone	ORNAMENTAL DESIGN FOR A PHONO- GRAPH CABINET	Dec. 10, 1918
52,724	R. C. Aimone	ORNAMENTAL DESIGN FOR A PHONO- GRAPH CABINET	Dec. 10, 1918
52,913	Wm. A. French	ORNAMENTAL DESIGN FOR A PHONO- GRAPH CABINET	Jan. 28, 1919
52,914	Wm. A. French	ORNAMENTAL DESIGN FOR A PHONO- GRAPH CABINET	Jan. 28, 1919

[ATTACHMENT/ENCLOSURE]

PATENT APPLICATIONS OWNED BY

NEW JERSEY PATENT COMPANY

<u>SERIAL NUMBER</u>	<u>INVENTOR</u>	<u>TITLE</u>	<u>FILED</u>
850,604	N. H. Holland	SPEAKING TUBE SUPPORTS FOR PHONOGRAPHS	July 13, 1914
866,437	T. A. Edison	MOLDS FOR SOUND RECORDS	Oct. 13, 1914
874,672	N. H. Holland	SOUND RECORDING APPARATUS	Nov. 30, 1914
22,387	J. P. Constable	PHONOGRAPHS OR TALKING MACHINES	Apr. 19, 1915
25,885	J. F. Ott	PHONOGRAPHS OR TALKING MACHINES	May 5, 1915
847,386	F. F. Main	TALKING MACHINES	June 26, 1914
125,564	T. C. Brown	SYSTEM FOR HANDLING CORRESPONDENCE	Oct. 14, 1916
125,531	Wm. de N. Telfair	HOLDERS	Oct. 14, 1916
136,782	S. B. Langley	SWITCHES	Dec. 13, 1916
192,440	Park B. Hyde	COVERS FOR THE JARS OF PRIMARY OR OTHER BATTERIES	Sept. 21, 1917
192,552	Geo. T. Mallette	PACKING FRAMES	Sept. 22, 1917
192,674	N. H. Holland	PHONOGRAPHS	Sept. 22, 1917
193,232	N. H. Holland	TRANSMITTERS AND CIRCUITS THEREFOR	Sept. 26, 1917
195,043	J. P. Constable et al.	PRIMARY OR VOLTAIC BATTERIES OR CELLS	Oct. 6, 1917
208,777	N. H. Holland	PHONOGRAPHS	Dec. 26, 1917
223,899	J. P. Constable	PHONOGRAPHS	Mar. 22, 1918
240,171	N. H. Holland	MIROSCOPES	June 15, 1918
241,672	J. P. Constable	DRIVING CONNECTIONS	June 24, 1918
246,105	Wm. H. Miller	PRODUCTION OF PHONOGRAPH RECORDS	July 22, 1918
253,653	Est. of J.W. Aylsworth and Edward L. Aiken	METHODS OF PRODUCING SOUND RECORDS	Sept., 11, 1918
253,653	Est. of J.W. Aylsworth and Edward L. Aiken	MATRICES FOR PRODUCING SOUND RECORDS	Sept. 11, 1918

**Edison General File Series
1919. Patents (E-19-54)**

This folder contains correspondence and other documents relating to foreign and domestic patent applications, assignments, litigation, legislation, and other patent matters. Among the items for 1919 are several drafts in Edison's hand outlining his ideas regarding government ownership of patents and the provision of royalties to "salaried inventors." Also included in these drafts, as well as in related correspondence with Allen A. Dicke of Remington Arms Co. and Maj. A. M. Holcombe of the Munitions Patents Board, are Edison's ideas regarding policy toward employees who apply for patents in connection with their work. In addition, there is a circular from the Patent Office Society pertaining to congressional legislation affecting the U.S. Patent Office, as well as letters sent by Edison to the members of the New Jersey congressional delegation in response to the concerns raised in the circular. The letters to New Jersey Sen. Joseph S. Frelinghuysen and to Nebraska Sen. George W. Norris, chair of Senate Committee on Patents, have been selected.

Approximately 50 percent of the documents have been selected. The unselected items include Edison's letters to the twelve New Jersey members of the House of Representatives and to New Jersey Sen. Walter E. Edge, all of which received only routine acknowledgments; copies of booklets on the U.S. Patent Office and the patent system; and routine informational inquiries answered by Edison's secretarial staff.

Thomas Edison Company,
Page Two.

January 31, 1919.

3. Will employees readily acquiesce in or
welcome such an arrangement.

4. What is your opinion of the so-called
"Suggestion System"?

We would be very pleased indeed to hear from you
with respect to your experience in such matters, and should
be very happy to extend reciprocal favors, if possible.

Very truly yours,
THE REMINGTON ARMS UMC CO., Inc.,

AAD:MRB

A. A. Hicke
Patent Attorney.

February 7, 1919.

Mr. A. A. Duke,
Patent Attorney,
The Remington Arms Union Metallic Cartridge Co.,
Woolworth Building,
New York, N.Y.

Dear Sir:-

I have received your letter of January 31st. We start our men to work out a specific scheme, giving them all the details of what is wanted and also general details of the way in which the object might be accomplished. If they succeed in finally perfecting the scheme we sometimes apply for a patent, but not always, as we do not believe in patents to any great extent. Then we give the men or men a lump sum of money, say, \$100 to \$800, and sometimes even up to \$2,500. This whets their appetite and we put them on other jobs, but promise them nothing, nor have we any specific agreement.

We have a Suggestion Department, but the average man has no imagination and we seldom get anything of value.

In my opinion, the best plan is for a factory to have two or three first-class Machine Designers. Let them prove their capacity and then pay them big salaries, or a smaller salary and lump sums after each successful effort. The latter plan is the best.

Yours very truly,

A/6502.

Munitions Bldg.
Room 2541
War Tol. Br. 1447

4MM/es

April 29, 1919.

*say we never had contracts with
our men regarding patents*

E

Edison Laboratories,
Orange, New Jersey.

Gentlemen:

ATTENTION PATENT DEPARTMENT.

1. The War and Navy Departments are endeavoring to frame a standard form of contract for experimental and development work which will be acceptable to the various manufacturers, particularly with reference to clauses relating to inventions made by employees of the contractors in the prosecution of work under the contract.
2. It is thought that a knowledge of the form of employment contract made by your company with inventors and skilled employees might be of material assistance to the Government.
3. It is requested that, if consistent with your policy, you furnish the writer for the Munitions Patents Board, with a copy of any contract which you require your employees to sign with reference to inventions.
4. Any information or suggestions or results of your experience which you may be able to give in this regard will be highly appreciated.

Yours truly,

(A. M. Holcombe)
Major, Ordnance U. S. A.
War Department Representative
on Munitions Patents Board.

7097

War. 9
18-070.6-1

May 5, 1919.

Major A. M. Holcombe, U.S.A.,
War Department Representative
on Munitions Patents Board,
Room 2541,
Munitions Bldg.,
Washington, D.C.

Dear Sir:-

Your letter of April 29th for attention
of our Patent Department has been referred to Mr.
Edison.

He wishes me to say that we have never
had contracts with our employees regarding patents
for inventions made by them in the prosecution of
their work.

Yours for the Victory Loan.

Assistant to Mr. Edison.

A/7097.

OFFICERS
 PRESIDENT
 H. H. COULSTON
 VICE-PRESIDENT
 J. H. LIGHTFOOT
 SECRETARY
 ROBT RUSSELL
 TREASURER
 W. F. AVERY

PATENT OFFICE SOCIETY

DEVOTED TO
 IMPROVEMENT OF THE PATENT SYSTEM
 WASHINGTON, D. C.

EXECUTIVE COMMITTEE
 A. W. COWLES
 E. E. GLADDOCK
 G. A. LOVETT
 G. H. PIERCE
 M. E. PORTER
 E. D. EDWALL
 W. L. THURBER
 W. J. WESSELLER

*Mr. Edison -
 Shall we help - ?*

May ..., 1919.

Dear Sir:

The Patent Office Society desires to call your attention to the fact that the Patent Office has been unable to obtain adequate appropriations from Congress for its most urgent necessities; that inventors have paid in fees a sum sufficient to have the work of examining applications done promptly and done thoroughly; and that while everybody agrees that this money ought to be used for that purpose, nevertheless it has not been so used, to the great distress of the inventors of the country.

Hon. Thomas Ewing, Commissioner of Patents during President Wilson's first term, describes the situation as follows: "The Patent Office through the ordinary channels is not able to influence Congress to give it proper facilities. Only influence from the outside, * * * influence that is entirely proper and legitimate, of people who are interested in having the thing done right, can bring effective pressure to bear upon Congress."

An earnest movement is now on foot to remedy conditions. The Patent Committee of the National Research Council has made an investigation of the Patent Office and patent system with a view to increasing their effectiveness and to making the Patent Office more of a national institution and more vitally useful to the industrial life of the country. Bills embodying the recommendations of the Patent Committee will be introduced in Congress. These measures are explained in one of the pamphlets enclosed for your use and study. Your active support of these measures is earnestly desired.

If the average member of Congress were aware of existing conditions in the Patent Office, there is not the least doubt that he would be glad to aid in the passage of the legislation needed for its relief. A Congressman, however, has a multitude of duties, and obviously he cannot enter into an examination of every subject as minutely as he would like. As a rule he gives principal attention to those matters in which his constituents are particularly interested. If you will write your representatives in both branches of Congress, there is no doubt that they will be glad to know of your interest in this special subject, and that it will be a real pleasure for them to serve you to the extent of very carefully examining the merits of this effort to improve the patent system of the nation. Anyone who carefully investigates the bills, we feel certain, will support them.

Assuring you that this matter is of the utmost importance to the inventors and manufacturers of the country, and trusting that the Patent Committee may have your valued cooperation in so worthy an enterprise, we remain,

Yours very truly

*Get up a letter, something like this -
 The Patent Office is the only branch
 that makes money for the Govt & always has -
 done so for years. They have asked for more facilities
 & more money for prompt service, & people*

*get little seed of Patent office or the promissory
 after
 are asking
 they are asking
 Congress - going to the extent of very carefully examining
 if you think well of it, want you help*


Sent out
6/11/19

Mr. Edison,

This is the letter
drafted by Charles.

Shall we write one
to each New Jersey Senator
and Congressman?

Meadowcroft

Should send the letter
to each N. Jersey
~~Representative~~ Senator or
Mr. Edison. Here are the letters. 

[ATTACHMENT/ENCLOSURE]

(To Congressmen and Senators from H.J.)

Sir:

My attention has been called to the fact that bills embodying certain recommendations of the Patent Committee of the National Research Council are about to be introduced in Congress.

As we all know, the Patent Office is the only branch of the U. S. Government that has consistently, year after year, shown a profit, and yet, in spite of the discouraging effect on the inventors of our country, due to the inadequate facilities of the Patent Office ~~and the uncertain and indefinite results to be obtained from patent litigation in the courts after a patent has been granted~~, the many appeals made to Congress to use a portion of the profits for the immediate necessities of the Patent Office have either been refused or, in the few instances where anything was done, only a fraction of what was asked has been granted.

James
The assistance rendered inventors by our patent system is indeed little enough, and if you think well of the measures about to be introduced, I ask that you urge their adoption.

Yours very truly,

James
The results of patent litigation are in some cases very unsatisfactory and indefinite, so that after having been granted a patent and having obtained a favorable decision in litigation, one does not have the feeling of security ~~that~~ to which he believes these actions entitle him.

[ATTACHMENT/ENCLOSURE]

(TO Congressmen and Senators from K. J.)

Sir:

My attention has been called to the fact bills embodying certain recommendations of the Patent Committee of the National

June 9, 1919.

Hon. Joseph S. Frelinghuysen,
U. S. Senate,
Washington, D.C.

My dear Sir:-

My attention has been called to the fact that bills embodying certain recommendations of the Patent Committee of the National Research Council are about to be introduced in Congress.

As we all know, the Patent Office is the only branch of the U. S. Government that has consistently, year after year, shown a profit, and yet, in spite of the discouraging effect on the inventors of our country, due to the inadequate facilities of the Patent Office, the many appeals made to Congress to use a portion of the profits for the immediate necessities of the Patent Office have either been refused, or, in the few instances where anything was done, only a fraction of what was asked has been granted.

The assistance rendered inventors by our patent system is indeed little enough, and if you think well of the measures about to be introduced, I ask that you urge their adoption.

Yours very truly,

HAA

JOSEPH S. EAGLEHOUTZEN, NEW JERSEY,
CHAIRMAN.

United States Senate,
COMMITTEE ON COAST DEFENSES

Patent

June 15, 1919.

Mr. Thomas A. Edison,
Orange, N. J.

My dear Mr. Edison:

Your favor of June 9th is before me. While I am not a member of the Committee on Patents, nor familiar with inventions or kindred matters, I realize that, as a matter of simple business, there should be an overhauling of our patent laws, and especially of the methods prevailing in the conduct of the Patent Office.

Permit me to suggest that, if you have not already done so, it might be well for you to personally address the Chairman of that Committee, Hon. George W. Norris, giving your views. I am sure careful heed would be given to any recommendation you might make. I will be glad to cooperate, but action in the first instance, must come from the Committee on Patents, before the Senate itself can consider remedial legislation.

Yours very truly,

*Senator from
Nebraska*



U.S.S.

7402

*Manuscript
Drawn up letter*

D
1919

Patents

June 17, 1919.

Hon. George W. Norris,
Chairman, Committee on Patents,
United States Senate,
Washington, D.C.

My dear Sir:-

I am enclosing copy of a letter which I addressed to each of the Senator and Representatives of the State of New Jersey. This letter will explain itself.

It has been suggested to me that I might personally address you, as you are Chairman of the Patents Committee. I, therefore, take the liberty of asking your attention to the letter of which the enclosed is a copy, and trust that the matter will receive the attention of your Committee.

Yours very truly,

Enclosure.

A/V402.

July 16/19
Notes on
proposed bill - as

Send Copy of Bill to
Haldane

1919
TAE - On
Patents

OK 7/17/19 - Haa

1. Commission of three Trustees.
2. All patents are assigned to the Commissioners in trust for the inventors.
3. Title always in the Government, in trust.
4. Commission issues licenses on request of the inventor.
5. Persons hired by corporations on salary to devise inventions, and should they patent them, the concern only gets a license. The inventor gets a certain small royalty, which must be paid to the Government Trustees. The royalties to be $\frac{1}{2}\%$ on the saving made in labor cost of manufacturing the article or the product of the article patented, or cost of manufacturing the component part covered by the patent. The license to be exclusive.
6. In cases where an inventor has been compelled to get money from another man or men to help perfect his invention, but is not

Patents

under a salary, the royalty to the inventor exclusively must be a minimum of 5% on the selling price of the article and such other interests as the inventor and his backers can agree on, but in any event, the 5% must be paid to the trustee for the inventor.

7. In case where the inventor furnishes his own capital and produces the machine, etc., he is to receive a minimum of 5% on the selling price of the manufacturer and, if he desires, require the licensees to pay more. *may have one or more*

8. Where an inventor manufactures his own invention, he is to have an exclusive license and to receive a minimum royalty of 5% on the manufacturing selling price, which is not transferable should he sell out his business. The royalty cannot be transferred.

9. The royalty payable the Government for the inventor should be the same as a fund for children and is placed in a trust Company.

9-contd. None of the royalty payable to the Government for the benefit of the inventor can be seized for debts; no law can reach it.

10. In cases where a Company has secured an exclusive license and fails to actively work the patent so as to afford the inventor a fair income, or uses the patent in any way inimical to the inventor, or to the public, the Government Trustees may cancel the license and issue license to others.

11. In case the action of the Government Trustees is not satisfactory to the inventor, ^{or the licensee} ~~he~~ shall have the right of appeal to a U. S. Circuit Court.

[ATTACHMENT/ENCLOSURE]

Put this on
type writer
lines wide apart

74
—————
double double spacing

[ATTACHMENT/ENCLOSURE]

- 1st = Commissioning 3 Trustees.
- 2 All patents are assigned to the Commission in trust for the inventor.
- 3 Little always in the Govt, in trust.
- 4 Commission issues licences on request of the inventor - ~~not~~
- 5 = Persons hired by Corporations on salary to ~~invest, and~~ review inventions, & should they patent them, the Concern only gets a licence. The inventor gets a certain small royalty, which must be paid to the Government Trustee.

5. The royalties to be
X% on the ~~labor cost~~
~~of the product~~ ~~of the product~~ ~~of the product~~
made in labor cost of
using the article on the
product of the article
patented, or cost of using
the component part covered
by the patent, - The licensee
to be exclusive -

6th In cases where an inventor has been compelled to get money from another man or men to help perfect his invention but is not under a salary, the royalty to the inventor

[ATTACHMENT/ENCLOSURE]

3.

6th Exclusively must be a minimum of 5% on the selling price of the article and such other interests as the inventor & his backers can agree on but in any event the 5% must be paid to the trustee for the inventor

7th In case where the inventor furnishes his own capital & produces the machine etc, ^{he} is to receive a minimum of 5% on the selling price of the

4.

infr and, if he desires, require ^{the} licensee to pay more,

8th Where an inventor infrs his own invention. he is to have an exclusive license and to ~~for~~ receive a minimum royalty of 5% on the infr selling price, which ~~can~~ ^{is} not transferable should he ~~sell~~ ^{sell} his business. The royalty cannot be transferred ~~or assigned for~~

[ATTACHMENT/ENCLOSURE]

5
9 The royalty payable
to the ~~inventor~~ Government
for the inventor should
be the same as a
fund for children and
is placed in a trust Co.
None of the royalty
payable to the Govt
for the benefit of the
inventor can be seized
for debts; no law can
reach it -

10- 6
In cases where a
Co has secured an
exclusive because it fails
to actively work the patent
so as to afford the inventor
a fair income or uses the
patent to ~~such an~~
~~extent as~~ in any way
inimical to the inventor
or the public, the Govt
may cancel the license
& because to others.
11- In case the action of the
Govt trustee is not satisfactory

[ATTACHMENT/ENCLOSURE]

~~#~~ 11th to the inventor he shall
have the right of appeal
to a US Circuit Court.

August 20, 1919

Mr. Edison:-

In order to deduce the general principles upon which payment of royalties for the use of inventions should be based, I should like to have your views on the following inventions:-

1. A new composition, extensively sold, e.g. vulcanized rubber, celluloid, linoleum, mercerized cotton.

2. The process for making it.

3. The apparatus for making it. *(This could probably be designed by any engineer, in most cases). This don't come under the scheme, but if you want to get protection by a patent you must pay the Engineer who is freely an invention*

4. A new composition not extensively sold, e.g. phosphorescent paint, artificial gems, sympathetic ink.

5. The process for making it.

6. The apparatus for making it.

7. An apparatus for transmitting intelligence - widely used e.g., telegraphs, telephones, printing presses, typewriters, signalling devices, phonographs and records, hand cameras, projecting machines, also improvements in details thereof.

8. A method which employs the same.

9. An apparatus for transmitting intelligence, not widely used, and details thereof, e.g., motion picture cameras, color photography, submarine detectors, special telephones, telegraphs and signals.

10. Apparatus for manufacturing, mining or treating material, widely used - rock drill. Not widely used - rock crusher. A detail of each of same. Methods employing same.

11. A method of mining sulphur by superheated steam.

12. A method of recovering metals from tailings.

13. An aeroplane; an aeroplane motor; a lubricator limited to use with an aeroplane; a lubricator adapted for use with any high speed mechanism.

14. A bridge; a blast furnace; a pavement; a rotary kiln; an aqueduct; a break water.

15. Machines for making vast quantities of small articles, such as screws, eyelets, etc.

16. Dental and surgical apparatus.

17. A process of embalming.

18. A process for purifying water for bathing or drinking, or air for breathing.

19. Apparatus for same.

20. Arms and munitions of war.

21. A system of distributing electric current.

Sent to Mr. Holden with following memo, by Mr. Edison

"Here is a stab at the basis of royalty -

Critique the amount &
Character, pick flaws so
I can rewrite it" Edison

August 27, 1919.

P
1919
TAE, Inc.

ADMINISTRATIVE SUGGESTIONS AS TO PRICES:

Salaried inventor, devising or discovering a new composition of matter is to receive 2% of the difference between the manufacturer's cost and the manufacturer's selling price.

If a salaried inventor produces a new machine, the component parts of which are old and free to the public, but which, by his act, has been improved so as to be desirable to the capital advanced so they desire the inventor to take out a patent, then he shall receive a royalty of not less than 2% of the difference between the cost and the selling price of the manufacturer.

If a salaried inventor improves an existing machine on which there are already existing patents, then the royalty shall be 1% of

the difference between the cost to manufacture and the selling price.

If a salaried inventor improves upon a machine not sold to the public, but used by the employer to make other machines whereby the cost of the product manufactured is reduced then the royalty shall be 2% on the difference between the cost as previously produced and the cost as produced by the inventors improved machine.

If a salaried inventor invents a new process, then the royalty shall be 2% on the difference in cost between those worked or made by the old and the new process.

If such salaried inventor or his employee do not want to take out patent protection, but leave these improvements open to the public

then, and in that case, of course, no royalties are to be paid, but if the employee desires a monopoly of the improvement he must pay these royalties to the Government^{Trustee} for the inventor.

Case where an inventor is not under a salary, but where money has been furnished him for his living expenses and for facilities for working out his invention - Then for a new composition of matter he is to receive a minimum royalty of not less than 5% on the manufacturer's selling price, and more if the inventor has a contract made previous to the granting of the patent, but in no case less.

For a machine, the whole of which is free to the public, except the improvement made by the inventor, he shall receive never less than 10% of the difference between the manufacturer's cost and manufacturer's

selling price, and as much more if he shall have had a contract to that effect before the granting of the patent.

If a new process, he shall receive 10% of the lower costs brought about by his improved process.

If he improves a machine upon which there are already patents which machine is sold to the public, the difference between the manufacturer's cost and the selling price of the manufacturer shall be divided by the number of patents if the sum is one (\$1.00) dollar and there are 3 patents other than this inventor's - this makes 4. This give 25% allotted to each patent. The new inventor shall receive 10% of this or 2 1/2%, but if there is a previous contract, it may be more, but ^{not less} ~~not less~~.

If the inventor devises a special machine for manufacturing and not sold to the public whereby cost is lessened or the article improved, then the inventor shall receive 5% of the saving in cost brought about by his invention. Where an inventor furnishes his own capital and perfects his own invention.

His minimum royalties shall be for a new composition of matter 10% of the manufacturer's selling price.

For an improvement on a machine upon which there are other patents, a royalty of 15% on the sum between the cost of manufacturing and the selling price is to be divided by the number of patents.

Where the inventor furnishes his own capital and does his own manufacturing he is to receive 10% on the difference between the manu-

facturing cost and selling price. This is put in so the independent inventor shall stand his share of the costs of the Trustee and his expert and legal assistant, which I think, should be 10% of all royalty money received from licensees. I think there should only be one Trustee with two or three technical men as assistants, and several specialist lawyers in different parts of the Country being held on retainer.

Suggest Trustee should receive as much salary as a Supreme Court of United States Judge. A man like William Howard Taft. Think 10% of all royalties received by Trustee should be deducted for expenses in office, salaries and lawyers fee for fighting cases.

If a Commission is appointed, it would not work near as well as a single high grade man.

The public can shoot at a single individual if he does wrong or make foolish mistakes and it will wound him and probably correct his errors, but a Commission is an impersonal thing - the public can shoot all they please - no effect is produced.

The royalties I have made low where salaried inventors are concerned because they have large facilities given them.

The royalties go up as the inventors difficulties increase.

The minimum royalties in any event are not for the purpose of making the inventor rich, but to give him enough money to live well and supply funds enough so he can be free of worry and pursue his

vocation, which he will always do up to the limit of the money he

receive and the people ^{and I infer} will get ~~some~~ of the benefit of his work.

Temperamentally he is like the old prospectors of the West, always

full of hope and everlastingly at his hobby.

Of course, the Government Commission should have great latitude in

representing the inventor and the public, on account of the enormous
complexity of the subject.

①

Administrative
Suggestions
as to prices.~~If invention~~

A salaried inventor, devising, discovering a
new composition of matter is to receive
2% of the difference between the Mfrs
Selling Cost & the ~~lowest~~ Mfrs selling
price, ~~as soon as possible~~ but not less
~~than~~ ~~If inventor is free & capital~~

If a salaried inventor produces a
new machine, the component parts of
which are old & ~~known~~ to the public
but which by his act has been
improved so as to be desirable to
the capital advanced so they desire
the inventor to take out a patent
then he shall receive a royalty
of not less than, 2% of the difference
between the Cost & the selling price
of the Mfr

If a salaried inventor improves an
existing machine on which there are
already existing patents owned by the
~~Employer or he or it both~~
Then the ~~minimum~~ royalty shall be
1% of the difference between the Cost to
Mfr & the selling price -

(2)

If a salaried inventor improves upon a machine not sold to the public but used by the Employer to make other machines whereby the cost of the product mfd is reduced then the royalty shall be 2% on the difference between the cost as previously produced & the cost as produced by the inventor's improved machine -

If a salaried inventor invents a new process then the royalty shall be 2% on the difference in cost between those worked or made by the old & the new process,

If such salaried inventor or his Employer do not want to take out patent protection but leave these improvements open to the public then & in that case of course no royalties are to be paid, but if the Employer desires a monopoly of the improvement he must pay these royalties to the govt for the inventor

3

Case where an inventor is not under a salary but where money has been furnished him for his living expenses and for facilities for working out his invention,

Then for a new composition of Matter he is to receive a minimum royalty of ^{not less than} 5% on the net selling price and more if ~~the~~ ^{the opinion of the Govt. Inventor} inventor has a contract made previous to the granting of the patent, but in no case less

for a machine the whole of which is free to the public except the improvement made by the inventor he shall receive never less than 10% of the ^{net selling price} net selling price, + as much more if he shall have had a contract to that effect before the granting of the patent.

If for a new process, ~~he~~ shall receive 10% of the ~~difference~~ ^{between the cost} lower costs

24

brought about by ~~that~~
improved process,

If he improves a machine upon
which there are already patents
The said machine is sold to the
public ~~he shall receive~~ a
~~sum~~ The ~~but~~ difference
between the Mfrs Cost & the Selling
price of the Mfr - shall be
divided ~~equally~~ by the number
of patents if the sum is 1 dollar
and there are 5 patents other
than this inventor's - This makes
4 - This gives 25 cents allocated
to each patent. The new inventor
shall receive 10% of this or
2½ Cents, ~~therefore~~
but if there is a previous contract
it may be more but not less

If the inventor devises a special
machine for mfg & not sold to the
public whereby cost is lessened
or the article improved, then
then the inventor shall receive
5% of the saving in cost between
~~the old and new~~ brought about by his invention

5

Where an inventor furnishes his own Capital & perfects his own invention.

His minimum royalties shall be for a new composition of matter 10% of the mfgs selling price

For an improvement on a machine ~~over~~ which there are no patents 10% on mfgs selling price

for an improvement on a machine ~~up~~ which there are other patents, the ^{a royalty of 15% on the} sum between the cost of mfg & the selling price is to be divided by the number of patents, & the ~~royalty~~

Where the Inventor furnishes his own Capital & does his own mfg he is to receive 10% on the diff between mfg cost & selling price -

This is put in so the independent inventor shall stand his share of the costs of the Trustee & his expert & legal assistants which I think should be 10% of all royalty money received from licensees

[ATTACHMENT/ENCLOSURE]

6

I think there should only be one trustee with two or 3 Technical assess as assistants, and retained several specialist lawyers in different parts of the Country being held on Retainer -

Suggest Trustee should receive as much salary as a Supreme Court of US judge, A Man like Taft.

Think 10% of all royalties received by trustee should be deducted for expenses in office, salaries & lawyers fees for fighting cases

~~That a trustee should be put in position which by trustee~~

If a commission is appointed it would not work near as well as a single high grade man

The public can shoot at a single individual if he does wrong or makes foolish mistakes & it will wound him & probably correct his errors but a Commission is

7

an impersonal thing, the public can shoot all they please, no effect is produced

The royalties I have made low where salaried inventors are concerned because they have large facilities given them,

The royalties go up as the inventors difficulties increase;

The ~~royalties~~^{minimum} royalties in any event are not for the purpose of making the inventor rich but to give him enough money to live with a ~~keep~~^{time} supply funds enough so he can be free of worry and pursue his vacation which he will always do up to the limit of the money he receives & the people will get 99.9% ^{the benefit of his work} ~~temporarily~~ he is like the old prospectors of the West always full of hope & everlasting at his hobby

of course the Patent Commission should have great latitude representing the inventor & the public

**Edison General File Series
1919. Personal (E-19-55)**

This folder contains correspondence and other documents relating to Edison's past and present friends, acquaintances, and associates. Included is correspondence with John Burroughs and his longtime companion Clara Barrus, Harvey S. Firestone, William J. Hammer, Samuel Insull, Philip H. Klein, and Hudson Maxim. Among the subjects mentioned in the documents are Edison's annual camping trip, a machinists' strike at the Firestone Tire & Rubber Co. in Akron, Edison's disdain for labor unions, the use of Edison Portland Cement by the Firestone Co., and the impact of the war on the fortunes of Edison associate Sigmund Bergmann. Also included are a few items on the Edison company's use of Firestone rubber. Related documents can be found in "Rubber" (E-19-64).

Approximately 60 percent of the documents have been selected. The unselected material includes correspondence with officials of Firestone Co., routine documents regarding arrangements for the camping trip, items pertaining to discounted phonograph and records, personal correspondence of Edison's assistant William H. Meadowcroft, and letters marked "no ans."

HUDSON MAXIM
688 ST. MARKS AVENUE
BROOKLYN, N. Y.
TELEPHONE 4312 REDFORD

January 3, 1919. *m*

My dear Mr. Meadowcroft:

I thank you very much for your letter of the 31st ultimo enclosing message from Mr. Edison penciled across my letter to him. Surely, I would rather have the message in that form than in any other way.

Mrs. Maxim and I have a Hall of Fame where hang inscribed portraits and messages of some of the biggest men in the world. Therefore, if you will have Mr. Edison's holograph typewritten and signed, and send it to me to frame and hang in our Hall of Fame, I shall esteem it among the most prized of our Hall of Fame possessions.

The following is the Edisonian holograph:-

Friend Maxim

"How wonderful is the brain of man. Here you send me something you apparently do with ease, whereas I could not produce it in a thousand years. From high explosives to poetry -- verily you are a wonder."

By the way, Mr. Meadowcroft, why don't you run over to see us some time? We shall be glad to see you any time. We have interesting quarters and some interesting things both at our city house and our country home.

With great thanks,

Always faithfully yours,

Hudson Maxim —

William H. Meadowcroft, Esq.,
Edison Laboratory,
Orange, New Jersey.

6481

Firestone

January 10, 1919.

Mr. H. S. Firestone,
Akron, Ohio.

Dear Mr. Firestone:

I have written two letters to Mr. Hamill, one of them was dated the fourth of this month and the other was written about ten days previously. I have not received even an acknowledgment of either of these two letters, and find it a little embarrassing when Mr. Edison asks me whether the matter has received attention.

This relates to the special matter about which you sent Mr. Hamill to see Mr. Edison personally early in November.

Yours very truly,

Assistant to Mr. Edison.

A/6288.



Firestone

FIRESTONE TIRE & RUBBER COMPANY

H.S. FIRESTONE, President

FIRESTONE PARK, AKRON, OHIO

OMH-RFK

January 24, 1919.

Wait a while

My dear Mr. Meadowcroft:

I have been out of the city for some little time and found your letters on my return.

Your letter addressed to Mr. Firestone on the date of January 10th arrived in Mr. Firestone's absence. He is in New York and I am leaving for New York tonight.

I shall endeavor to get in touch with you in the matter while there and explain to you why it has been necessary for you to write with regard to the subject of your letters.

I am very sincerely,

Charles McHaul

Secretary to Mr. Firestone.

Mr. Wm. H. Meadowcroft,
Ass't to Mr. Edison,
c/o Mr. Thome A. Edison,
Orange, New Jersey.

*Mr. Edison:
Letter is dated two
weeks ago. Not a word since.
Blamed poor business!
Meadowcroft*

HUDSON MAXIM
688 ST. MARKS AVENUE
BROOKLYN, N. Y.
TELEPHONE 3315 BRADFORD

February 6, 1918.

Dear Friend Edison:

I acknowledge your letter received through the courtesy of Mr. Meadowcroft.

This, the age of the greatest mechanical development in the world's history, has been led by Thomas A. Edison, and by all coming generations of men it will be known as the Age of Edison. Therefore, you will know without my saying any more how much I appreciate your letter.

Always faithfully yours,

Hudson Maxim -

Thomas A. Edison, Esq.,
Orange, New Jersey.

*Maxim & I have formed a mutual
Admiration Society -*

74501
March 14, 1919.

Mr. Chalmers Hamill,
Private Secretary to
Mr. H. S. Firestone,
Akron, O.

My dear Mr. Hamill:

You promised to let me hear from
you in regard to that matter which has been outstanding
for quite some time. Is there not something that can
be done to clean this affair up and get it out of the
way?

Yours very truly,

Assistant to Mr. Edison.

A/

ALL QUOTATIONS SUBJECT TO CHANGE WITHOUT NOTICE

Firestone

FACTORY & GENERAL OFFICES
AKRON, OHIO



CABLE ADDRESS
"FIRESTONE"

OMH:EMR

Akron, Ohio,
March 19, 1919.

My dear Mr. Meadowcroft:

I am indeed sorry to be compelled to delay this matter, particularly in view of the fact that Mr. Firestone is becoming quite insistent upon the matter's being disposed of.

I feel however, that within thirty or sixty days it will be perfectly possible for the matter to be arranged.

I am very sincerely,

Charles W. Hamill

Secretary to Mr. Firestone.

Mr. Wm H. Meadowcroft,
Assistant to Mr. Edison,
& Laboratory of Thos. A. Edison,
Orange, N.J.

Form 1201

CLASS OF SERVICE	SYMBOL
Telegram	
Day Letter	DL
Night Message	NM
Night Letter	N L

If none of these three symbols appears after the check number of words this is a telegram. Otherwise its character is indicated by the symbol appearing after the check.

WESTERN UNION



TELEGRAM

NEWCOMB CARLTON, PRESIDENT

GEORGE W. E. ATKINS, FIRST VICE-PRESIDENT

CLASS OF SERVICE	SYMBOL
Telegram	
Day Letter	DL
Night Message	NM
Night Letter	N L

If none of these three symbols appears after the check number of words this is a telegram. Otherwise its character is indicated by the symbol appearing after the check.

RECEIVED AT

28KX 0

FY WESTORANGE NJ 920AM PA RI. 3 1919

THO' AS A E' ISON

11

FTJYERS FL

JOHN BURROUGHS BIRTHDAY TODAY HIS ADDRESS WESTPARK NY

MEADOW CROFT

1128AM

a. Mentally active germ plasma
lingers long - ~~even if it is~~
Congratulations of the family

Edison

ARTHUR WILLIAMS
IRVING PLACE AND FIFTEENTH STREET
NEW YORK

August 6 1919

Mr. Edison:

The phonograph has been shipped. He wanted it at once.

I suppose you will let him have dealer's discount. Shall I fix it up with Maxwell.

W H Meadowcroft Esq
Thomas A Edison Inc
Grange New Jersey

My dear Mr Meadowcroft

In accordance with the telephone conversation with your office during the day, this is just to advise you that Mr Williams is desirous of getting an Edison Diamond Disc Phonograph for his personal use. The one that he selected is the Chippendale, at \$285, in fumed oak finish. The shipping address is c/o Delmonico, 1 East 44th Street, New York City.

Mr Altergarden said that he felt sure that Mr Edison would extend his personal discount.

Trusting that you may be able to arrange this on Mr Williams' behalf,

Truly yours

Mr. Waller Neumiller

My dear Mr. Neumiller:

Referring to our recent correspondence in regard to a phonograph for Mr. Arthur Williams,

OK to Mr. Williams
of Mr. Edison Co
exchange with Maxwell
No there is no change
I present it with my
Compliments

Walter L. Williams

I understand from your letter of August
6th that the instrument is for the personal
use of Mr. Williams.

If this is correct, Mr. Edison wishes
me to say that it gives him great
pleasure to ask Mr. Williams to kindly
accept the instrument with Mr. Edison's
compliments and best wishes for
its enjoyment.

Yours sincerely

Dist. to Mr. E.

Here sign my name with your initials,
Wm

Burroughs

Woodchuck Lodge,
Roxbury N.Y.
August 20, 1919

Dear Mr. Edison,

I reached home safe and sound with about four more pounds of flesh on my old bones than I took away, and I think with great refreshment to those monoids that regulate my mental system.

We certainly had a good time, the best yet. My over-eating seems to agree with me, and I shall probably keep it up as long as I can make good fuel of it.

I am constantly hearing from people about that rainbow question— found more letters here on my return— and am going to quote you in my replies as upholding my view of the matter. In this connection I want to tell you of a phenomenon I witnessed a year ago last April, and which you may be able to throw some light on— I cannot understand it: I was visiting Mr. Book, on the banks of the Mawmee river in East Toledo. The bank of the river, partly wooded, is about fifty feet high, and the distance across the river at that point over half a mile.

Of a bright morning I was sauntering along the river bank when, on looking across to the other shore I saw two large prismatic patches, one above me, and one below, and the sun squarely behind me.

The day was clear, and there was not the least vapor or fog that I could detect on the surface of the water. The river was as smooth as glass.

When I walked up the river, the rainbow patches moved up with me, and when I came back, they moved back. I could not get above or below them. I should say they were, roughly speaking, about three hundred feet apart. They slowly increased in size till they became like long sections of a rainbow, reaching out to the opposite shore.

When I last saw them, they must have been a good many feet in length. I was called away to plant a tree on the other side of the house, and do not know just what happened in the interval, but about ten o'clock in the forenoon the maid called to me that there was a rainbow in the river! And lo and behold! there it was! — an effect I had never before seen— a perfect rainbow with a span of several hundred feet in the river. When I travelled up the river, it travelled up, and when I returned, it returned. It was, I think, a good many hundred feet away, and was altogether a very strange apparition.

I had to leave about that time and do not know how long the bow lasted. The Book said they had never seen it before, and have since written me that they have never seen it since. If you can help solve the mystery, I wish you would do so.

I am wondering if you have ever seen or heard of a little book by a John Hopkins man, Dr. Mc Collum, in which he advances some new theories about food values. If you have not, I wish you would get hold of it. It is called "Our Newer Knowledge of Nutrition", and is published by Mac Millan. I was greatly taken with it at first, but have since made up my mind that some of his theories won't hold, at least, I have serious doubts about them, and I would like to know what you think of them.

With cordial good wishes to you and Mrs. Edison,

I am always sincerely your friend,

John Burroughs

Have sent for McCollum's book
Can't explain the Mawmee phenomenon
Think you should write the Prof. of Physics at
Columbia College & submit the Mawmee rainbow
to him for opinion — I hoped to learn you gained weight

W
I have since submitted it
would be worth a few

P
1919

TAE - On Union

H. S. FINESTONE
AKRON, OHIO

I engaged the trip immenely.
You are right about the Union
I would quit before they would ever
get a chance to ruin my business here?
August 26, 1919.

Dear Mr. Edison:

I hope you enjoyed and were benefited by our camping trip. I enjoyed it and feel ready for the enlarged business that is coming to us - no doubt from our signs and advertising. I think we must quit advertising or we will have to buy too much Edison cement to put up more buildings.

You may be interested in the machinists' situation in Akron which caused me some concern while on the camping trip. Practically all of the machinists in Akron went out last Friday. More than fifty per cent of our men remained loyal and are still on the job. We have paid off all those that went out and are through with them and are going to it quiet. The machinists have no particular complaint, only they want to join the union and I don't believe the time will come when I can consent to have the unions operate my business.

I hope your business is going along nicely in every way and that you will have your vacation in Florida this winter and that we will have our camping trip next year.

With personal regards, I remain

Yours very truly,

H. S. Finestone

Mr. Thomas A. Edison,
Orange, New Jersey.

mental roughness
of
close holding become hard to do
of more
central tendency
of
the message

August 27, 1919.

Mr. John Burroughs,
Woodchuck Lodge,
Roxbury, N. Y.

Dear Mr. Burroughs:

I have received your letter of August 20th, and was greatly pleased to hear from you and that you reached home safely. I agree with you that we had a good time on our trip and enjoyed it very much.

I am unable to explain the Hawmee phenomenon and think that you should write to the Professor of Physics at Columbia College and submit the Hawmee and rainbow for his opinion.

Am glad to learn you gained weight - if you had eaten less, it would have been more gain. I have sent for McCollom's book, as suggested.

Mrs. Edison is still away, but I expect she will be back home about Friday of this week.

With kind regards, I remain,

Sincerely yours,

Sept. 2, 1919.

Mr. H. S. Firestone,

Akron, Ohio.

Dear Mr. Firestone:

I am in receipt of your letter of August 26th. I enjoyed the camping trip immensely and am feeling fine. It is good to learn that you have the same experience. I hope you will realize the enlarged business that you anticipate. Speaking about advertising, I enclose a rough memorandum of an idea that has occurred to me. As I told you, the stock holding scheme has its defects.

I have several hundred newspaper clippings about our camping trip.

With thanks for your good wishes, and with kindest regards, I remain,

Yours very truly,

Barroughs

Sept. 3, 1919.

Mr. John Barroughs,
Woodchuck Lodge,
Roxbury, N.Y.

Dear Mr. Barroughs:

Mr. Ford's Secretary, Mr. R. G.
Liebold, sent to Mr. Edison an editorial from the
Detroit Times of August 12th. Mr. Edison has read
it with a great deal of interest and thinks that you
would like to see it also. I am, therefore, enclosing
it herewith.

I am glad to learn that you enjoyed your
last camping trip so much.

Yours very truly,

Assistant to Mr. Edison.

Enclosure.

FIRESTONE TIRE & RUBBER COMPANY

HARVEY S. FIRESTONE, PRESIDENT

FIRESTONE PARK
AKRON, OHIO

CMH/EML

September 5, 1919.

My dear Mr. Edison:-

Your letter of September 2 has come while Mr. Firestone is out of his office, but I know that he will be very pleased to see it upon his return.

On Monday and Tuesday of this week he was in Minneapolis attending the "Ship-by-Truck" demonstration which was promoted by our Company. The demonstration developed into Transportation Day at the Minnesota State Fair and a parade about ten miles long. Mr. Firestone made two addresses in Minneapolis and in all had a very busy time.

The memorandum for an advertisement I am sure he will be very pleased to see.

I am glad to say with regard to our business that August was the largest month the company has ever enjoyed in the way of sales, our sales being ten and one-half million.

Some sales
Ford 11
Firestone 10
21
million a month is going some
I am very respectfully,
Secretary to Mr. Firestone.



Mr. Thomas A. Edison,
Orange, New Jersey.

7

September 19, 1919.

Experiments, I couldn't possibly
come, but you will make a
speech & practice all you can

My dear Mr. Edison:-

My dear Mr. Edison:-

My dear Mr. Edison:-

So when we go into a town we can

I received a letter from Mr. Kinney of the Portland Cement Association inviting me to a dinner of the association in Cleveland on Wednesday, September 24th. I am attaching a copy of the letter and a copy of my reply accepting the invitation.

Yours truly, J. P. Morgan

copy of the letter and a copy of the invitation. *Grator to give class
to our diploma class*

Would it not be possible for you to
come on and be present at the dinner? Perhaps
if you get that far I might be able to get you
down to Akron and show you where some of your
cement is going. *S*

With very kindest regards, I am

Yours very truly,

Johnston

Mr. Thos. A. Edison,
East Orange, N. J.

716:

[ATTACHMENT/ENCLOSURE]

C O P Y

PORTLAND CEMENT ASSOCIATION

Chicago, Illinois.

September 8, 1919.

H. S. Firestone, President,
Firestone Rubber Co.,
Akron, Ohio.

My dear Mr. Firestone:-

In connection with the Fall Meeting of our Association, which convenes in Cleveland, September 22 to 24, a formal dinner will be held in the Ball Room of the Statler Hotel on the evening of Wednesday, September 24 at 7:00 P. M.

On behalf of the Board of Directors of this Association, it gives me pleasure to extend to you an invitation to be present at this dinner. Your advice as to whether or not we may have the pleasure of your company will be appreciated and if reply is made later than September 19, please address me care of Statler Hotel, Cleveland.

Yours very truly,

Signed - Wm. M. Kinney.

General Manager.

W.M.Kinney:IM

[ATTACHMENT/ENCLOSURE]

Copy to Mr. Thos. A. Edison

HSF/EML

September 19, 1919.

W. M. Kinney, General Manager,
Portland Cement Association,
c/o Statler Hotel,
Cleveland, Ohio.

Dear Sir:-

Your letter of September 8th arrived while I was out of the office.

I appreciate your very kind invitation to the dinner of your association to be held at the Statler Hotel, Wednesday evening, September 24th. It is with pleasure that I accept your invitation and I shall be very happy to be present.

I trust I shall have the pleasure of seeing my good friend, Mr. Edison, at the dinner as I know of Mr. Edison's interest in your association.

Yours very truly,

September 23, 1919.

Mr. H. S. Firestone,
Akron,
Ohio.

Dear Sir:-

I have received your letter of Sept.
19, and have read with interest Mr. Kinney's invitation
to you to attend the dinner of the Portland Cement Assn.
in Cleveland on September 24.

I would like to go but am simply
swamped with experiments and could not possibly get away.
I hope you will make a speech and practice all you can,
so when we go into a town we can have a trained orator to
give class to our gypsy clan.

With kindest regards, I remain,

Sincerely yours,

Ediphoned

Firestone

H. S. FIRESTONE
AUTOMOBILES

September 25, 1919.

Dear Mr. Edison:

I am in receipt of your letter of the 23d on my return from Canada today. I was unable to attend the dinner of the Portland Cement Association in Cleveland last night, therefore, did not have an opportunity to practice on oratory. I am afraid that you will have to find some fellow, who has a larger vocabulary than I shall ever have regardless of any training or practice that I might get, for your orator in the small towns when we are camping.

I am leaving tonight for New York with Mrs. Firestone and my two younger boys. On Saturday I must sign up a lot of stock certificates and on Monday I will have the pleasant or unpleasant task of receiving a check for ten million dollars for the preferred stock which we sold and which, no doubt, you have seen advertised.

While I am East, if I can arrange it, I will run over to see you.

With personal regards, I remain

Yours very truly,

H. S. Firestone

Mr. Thomas A. Edison,
Orange, New Jersey.



Reignmann, Sigmond (?)
DOMINION LAMP CO., LIMITED

MANUFACTURERS

TRADE "NITRO" MARK

MADE IN  CANADA

K
DOWD STREET
MONTREAL, QUE.

TELEPHONE MAIN 7959

Montreal, Sept. 27 / 1919

Dear Mr. Edison:

Kleine
The last time I heard from
13 was before the armistice
Then he was in Germany
I received, a week ago, the first letter I
have had from S.B. since the war started. Perhaps you have
also now heard *shape of Germany* from him but I write this on the chance that
you may not yet have had similar authentic news from him
and because, in his letter to me, he wrote "Give my best
regards to Mr. Edison".

S.B. says that all the members of his family and him-
self are in good health but otherwise his account of what
the war has done to his country and his government has done
to him (in a financial way) is certainly a tale of woe. He
practically says that it has cost him all the fruits of his
entire German manufacturing career. I hope he is exaggera-
ting somewhat but his letter doesn't leave that impression.
He says that he is thankful for his family's and his own
good health but that his "interest in pushing work has pract-
ically ceased on acct of this terrible revolution and the
bad outlook for the future".

79.38
I don't know how much of this he would want me to repeat
even to you but I know you will respect my confidence. It
will no doubt also interest you to learn that he says that he
"may" come over this fall but will surely do so in the spring.

Hoping this will find you in good health, I am, with
kindest regards, Sincerely, yours

P. H. Klein

September 30, 1919

Mr. P. H. Kleins,
Dominion Lamp Co. Ltd.,
Dowd Street,
Montreal, Que., Canada.

Dear Mr. Kleins:

Mr. Edison received your letter about our old friend S. B. He wants me to say to you that the last time he heard from Mr. B. was before the Armistice. At that time he was in glorious shape financially. Mr. Edison thinks that S. B. should never have gone back to Germany.

Of course, Mr. Edison understands that what you have written him is in perfect confidence, and he will respect it. You will be glad to learn that he is very well and I am sure you will not be surprised to learn he is just as busy as ever.

With kindest personal regards, and all good wishes, I remain,

Sincerely yours,

Edisoned
25.

ALL CORRESPONDENCE SUBJECT TO CHANGE WITHOUT NOTICE

Firestone

F

FACTORY & GENERAL OFFICES
AKRON, OHIO



Cable Address
"FIRESTONE"

Akron, Ohio,

October 23, 1919.

Mr. W. H. Meadowcroft,
Edison Laboratory,
Orange, New Jersey.

OK
Welcome
tell Ben by
train to me
E

Dear Sir:

A copy of your letter of the 13th directed to Harvey S. Firestone, Junior, regarding samples of crude rubber, was forwarded to Mr. Hamill for attention, arriving in the office during his absence from the city. Mr. Hamill is on an extended trip through the west and will probably not return until the first part of next month.

I, therefore, requested our Crude Rubber Department to send Mr. Edison, immediately, samples of each kind of crude rubber. I have just received advice from them that on October 20th five-pound samples of twelve different grades of crude rubber were forwarded to you, which I hope will be satisfactory.

We regret very much to learn that it was necessary for you to make a second request for these samples. Neither the Crude Rubber Department nor this office are able to locate or recall your first letter and I am sure it never arrived in this office or same would have been given immediate attention.

If we can be of any further assistance, kindly advise.

Yours very truly,

R. F. Kauffman
EXECUTIVE OFFICE

RFK

J

November 4, 1919.

Dear Insull:

I am going to take advantage of the opening of aerial express service, as inaugurated by the American Railway Express Company, and send you a box of cigars with my compliments, by the first aeroplane, which leaves on Thursday morning.

With kind regards, I remain

Yours sincerely,

7
November 8, 1919.

Mr. H. S. Firestone,

Akron, Ohio.

Dear Mr. Firestone: Attention Mr. Hamill.

Mr. Edison recently received the following samples of Crude rubber which you kindly sent him:

XX 1 Amber Crepe
XX 2 " "
XX 3 " "

Fine thin 1st Latex Crepe
Gristly 1st Latex Crepe
Light clean thin brown Crepe
Dark clean thin brown Crepe
Rolled brown Crepe
Ribbed smoked sheet
Up River Fine Para
Pontianao

Will you kindly advise him of the respective prices of each of these grades.

Yours very truly,

Assistant to Mr. Edison.

more the person
The Waldorf-Astoria
Long York
Day he got
handwritten
Oct. 25-1919
My dear Mr. Edison.

I hope that you will accept this photo of me of your "old boys".

Perhaps he enclosed copies of letters from my chiefs at Washington many interest- you. I am glad to have been able to join you in helping Uncle Sam.

With kind regards to Mrs. Edison, yourself & family, I remain
(destroyed being done) very truly yours
Major William J. Hammer

W. J. Hammer Feb 24 1903 New York

TELEPHONE GRAHERY 50

PRIZMA
INCORPORATED
71 WEST TWENTY THIRD STREET
NEW YORK

LABORATORY
3102 BOULEVARD
JERSEY CITY, N.J.

File Prizma

December 5, 1919.

Day OK-

Mr. John Burroughs,
Woodchuck Lodge,
Roxbury, N.Y.

My dear Mr. Burroughs:

I wonder if you have ever found the time to drop a note to Mr. Thomas A. Edison telling him of the picture which we took of you and asking him if we might make a natural color record of him as a record for the future.

We are delighted to have you preserved perpetually, even in celluloid, and we feel from a historical point of view that posterity has the same claim on Mr. Edison and I know Mr. Edison will consider it in that light if the suggestion comes from you.

Thanking you for whatever interest you may show in this matter, I am, with best wishes,

Yours very truly,

Carroll H. Bunnig
Vice President,
PRIZMA INCORPORATED.

CHD.A

P. S. The Hathaway's Theatre of Kingston has just contracted for Prizma one reel natural color pictures, subjects to be changed weekly and I have asked the manager of the theatre to notify you when our reel "A Day With John Burroughs" will be in Kingston.

*La Jolla, California
12/16/19
Dear Mr. Edison,
Mr. Burroughs asks me to send this
to you & says he hopes you will let the Prizma
people make a record of you. C. B. Burroughs*

*Mr. Edison
I guess they want to
make a motion picture of you.
I wrote the Hathaway Co. to notify Emily
when it is to be in K. - also to notify
Hathaway's in Roxbury - they said they would go down
when it is to be shown - C.B.---*

**Edison General File Series
1919. Phonograph -- General (E-19-56)**

This folder contains correspondence, interoffice communications, and other documents relating to Edison's phonograph and record business. Included are numerous items pertaining to Edison's search for "old songs" with "fine melodies," undertaken in the United States by personal assistant William H. Meadowcroft and his son William M. Meadowcroft and in Great Britain and Ireland by Alfred F. Wagner of Thomas A. Edison, Ltd. Also included are the inventor's comments about songs and performers, along with statements of his own musical preferences such as his dislike of "high brow stuff generally." In addition, there are numerous communications between Edison and Phonograph Division manager William Maxwell pertaining to advertising, sales promotions, competition, record pricing, staff hiring and compensation, and the selection of music to be recorded. There are also documents regarding Maxwell's strategies for responding to frequent complaints about production shortages, delays, and various defects in the records, as well as his "prize money plan" — an elaborate scheme that linked employee compensation to a psychologically based system of "demerit" points. Several letters written in September and October during a visit to phonograph jobbers (wholesalers) in the West contain comments by Maxwell about the phonograph business, general economic conditions, and politics in the states west of Chicago.

Other business-related items pertain to cabinet manufacturing; phonograph accessories such as automatic stop mechanisms and attachments that allowed Victor and Columbia records to be played on Edison Diamond Disc phonographs; sales, profits, and returns; the decline in demand for cylinder phonographs; surface noise and other problems in the quality of the recordings; and the charitable donation of phonographs and recordings to institutions such as the Georgia Academy of the Blind. A communication from September 15, 1919, to financial executive Stephen B. Mambert, probably by assistant financial executive Ralph H. Allen, indicates an estimated annual profit of \$2,951,000 from sales of disc and cylinder phonographs and recordings. Other Edison employees represented in the documents include chief engineer John P. Constable; purchasing agent Archibald C. Emery; record pressing engineer Adolph F. Gall; laboratory music room manager Clarence B. Hayes; New York recording manager Walter H. Miller; and Robert Michie and E. Trautman of the Order & Service Dept.

There is also correspondence with Edison's friends and associates and with the general public on subjects such as acoustics; the choice of artists and instruments; improvements in phonographs, recording methods, and accessories; the use of phonographs for medical and other non-entertainment purposes; and the music of new nations such as Czechoslovakia. The correspondents include former European Edison associate Julius H. Block; Adm. George E. Burd of the Brooklyn Navy Yard; James Francis Cooke, editor of *The Etude*; electrician and former Edison associate Joseph Hutchinson; Lt. Miles A. Libbey of the Naval Experimental Station in New London, Connecticut; hobo author Leon Ray Livingston (better known as "A-No 1 The Rambler"); journalist Edward Marshall; soap manufacturer and former wax experimenter Adolph Melzer; music publisher Theodore Presser; and Thomas P. Westendorf, composer of Edison's favorite song "I'll Take You Home Again, Kathleen."

Other correspondents include amateur inventors Finis M. Barney (Elm Creek, Nebraska), Frank L. Darling (Long Beach, California), Stanford Hale (London, England), Martin W. Jenkins (Grand Island, Nebraska), Dennis McNeill (Huntington, West Virginia), and John Muir Sills (Springfield, Missouri); phonograph salesman John B. Beardsley; voice teacher and amateur inventor Bertrand de Bernyz; Robert Campbell of the Naim Linoleum Co.; soprano Donna Easley; mining engineer Bernard W. Hartley; high school student and amateur inventor Albert C. Hunterman; Czech immigrant Albert Panec; Theodore E. Smith, president of the Rotary Club of Akron, Ohio; and physician O. Le Grand Suggett.

Approximately 25 percent of the documents have been selected. Almost all of the unselected correspondence consists of unsolicited ideas for technical improvements (some accompanied by comments from Constable) and unsolicited original song compositions, along with the routine replies they received from Edison's secretaries. Other unsolicited correspondence includes requests for personal recordings and letters thanking Edison for making music available. Also unselected are Meadowcroft's correspondence with dozens of music publishers relating to his search for old songs; lists of publishers and used book stores in various cities; reports of purchases by Meadowcroft; a 31-page list of disc records returned under the exchange plan; weekly lists of new dealers issued by E. E. Davidson; a few dealer contracts and agreements; routine correspondence related to shipping, along with other routine items not involving Edison; and draft and printed copies of Maxwell's 62-page pamphlet, *Price Money Plan*.

**Edison General File Series
1919. Phonograph - General
(E-19-56)
January - June**

January 2, 1919.

Mr. Edison:

The suggestion made by Mr. Marshall in the attached letter is not new. Prior to the shortage of print paper several newspapers reviewed the new records of the various manufacturers and we supplied them with the material. These reviews, of course, were primarily with the object of securing advertising from the manufacturers or local dealers, or both. Several newspapers developed what they called Phonograph or Talking Machine pages, devoted in part to phonograph news but chiefly to advertisements.

As a rule these pages were not interesting, and attracted few people except those who already experienced a keen interest in phonographs. We are at the present time advocating a movement which we hope and are inclined to believe will cover the situation satisfactorily. During the war the so-called "recruiting of slacker records", in other words the collecting of used but still usable records from private owners and giving such records to the soldiers and sailors, gained considerable momentum under the patronage of General Bell and other distinguished members of the committee formed to stand sponsor for the work. All of the principal phonograph manufacturers contributed to the expense of this work and a large amount of publicity was obtained, which undoubtedly helped to emphasize the importance of the phonograph.

The publicity was handled by a young man named Simpson, who impresses me as being about the best publicity man I have ever met, and we have encouraged him to perpetuate his present organization and establish a regular phonograph and musical news service to the newspapers. It is his idea to incorporate a society known by some such name as "The Musical Service League". He hopes to get Dr. Eliot, President Emeritus of Harvard University, to act as president of the League. This league will absorb the various local committees in all parts of the country which were established in connection with the "slacker record recruiting", and among other useful things will endeavor to find employment for soldier musicians as they are mustered out of the service. The news service will of course carry a certain amount of information in regard to the league's activities but it is also planned to incorporate ~~some~~ real criticisms of the new records as they come out, such criticisms to be written in a way that will interest even those who do not own phonographs. It is proposed to employ one or more competent musicians who will listen to the new records every month and write honest criticisms of each performance. Naturally, these criticisms will be more or less friendly, but if an artist's performance is not good the critic will probably say as much. At any rate, the criticisms will be more spicy than the stereotyped "puffs" which manufacturers would be inclined to write if they were permitted to supply the material.

(2)

In addition to the record criticisms, the news service will contain interesting stories about artists, etc. The manufacturers will be expected to furnish this material, although most of it will be re-written by the league.

We have agreed to support the movement as a trial proposition at the rate of \$100 per week for two or three months, provided the other manufacturers will come in on a corresponding basis. I understand the Columbia Company has agreed to give \$150 per week, and it is also reported that Pathe, Brunswick, and Heineman have consented to contribute. The Victor people contributed quite liberally to the "record recruiting" plan but it is not yet known whether they will support the league. In addition to the phonograph manufacturers it is expected that financial support will be given by men like Adolph Lewieohn. I understand that Steinway & Sons have promised financial support, also that Leo Feist, the song publisher, has agreed to chip in.

Mr. Simpson states that the league's incorporation papers have already been completed and he expects to have the plan in operation within a very short time. Undoubtedly if this league is a success it will be able to obtain a great deal more free publicity for the phonograph than the manufacturers could get. Furthermore, the plan has the advantage of avoiding solicitation by the newspapers of paid advertising which usually results when they insert free-of-charge news stories furnished by the manufacturers.

If this plan develops along the lines contemplated I shall keep you advised of the results.

WM/WW

Maxwell

[ATTACHMENT/ENCLOSURE]



BURLINGTON HOTEL
VERMONT AVENUE AT THOMAS CIRCLE
WASHINGTON, D.C.
PHONE MAIN 8880

Maxwell-

What about this

Dear Mr. Pierson
Here is a thought
wonderful looking at that boy
your wonderful records children?
cannot open an play until
we get back to London;

Expose you know who
Marshall is
The newspapers are going in
for regular criticism of the
moving pictures in what
may be called an extra
dramatic department.
Why don't you get out of
your bright young men
to clear them into
criticism of your records
in what might be called
an extra musical de-
partment. Thus you would
get an immense amount

[ATTACHMENT/ENCLOSURE]

of free advertising, your
Treasury Department
inevitably would be the
gainer by it.
It would be an easy
thing to pull off.

Our gratitude to you
is unbounded

- Yours
Edward Marshall

GENERAL CABINET SITUATION.

✓ To Mr. Thomas A. Edison:

For your information I would advise that there is not one phase of our cabinet situation nor one dollar of obligation which has not been duly considered by the Board of Directors and formally ratified by them.

In October when the Government put us on a 40% basis the Board of Directors instructed me to confine our obligations under the existing contracts to the closest possible limits and to hold up work on everything except Amberola 50's, C-150's and C-250's. This meant putting at least one plant out of the business entirely and re-adjustment made in practically every other plant and was equivalent to stopping the work in mid air. Naturally detailed inventories had to be taken which involved time. Hundreds of cabinets in process of manufacture were stopped and stored - and, of course, the time is only now at hand when inventories are available and financial adjustments under these contracts can be had.

Please bear in mind that these are all adjustments downward from obligations as above stated formally ratified by the Board of Directors.

January 6th, 1919.

A. C. Emery

To Mr. Charles Edison,
Mr. S. B. Mambert,
Mr. G. T. Owen,
Mr. Wm. Dyckman,
Mr. Wm. Maxwell,
Mr. H. C. Eckert.

January 10, 1919.

Mr. Harry L. Edelson,	614 Ashford St., Brooklyn, N.Y.
Mr. James M. Kane,	310 West 151 St., New York, N.Y.
Mr. Chas. Stillman, Jr.	1587 Union Street, Brooklyn, N.Y.
George Abravits,	Springfield, L.I., New York, N.Y.
Mr. Alfred Boehm,	2392 Valentine Ave " " "
Mr. H.W. Schulman,	28 Overlook Ave., West Orange, N.J.

Gentlemen:

Your letter to Mr. V. Fuller of my Company has been handed me, and I have read it with much interest.

The reason we have not signed up leading Violin Artists is that we have not been able to obtain materials with which to make a record with surfaces smooth enough to record violin music to our satisfaction. We are now improving the surface and will soon have records of prominent Violinists.

Regarding first-class Orchestras, all of our instrumentalists are the pick of the best men from the New York Philharmonic, Metropolitan and other well known Orchestras. Through long experience they produce results impossible to obtain otherwise.

We do not use artists who have lost their voices but who retain their reputation; neither do we use artists who can not make a sustained note without a chattering tremolo like a Nanny Goat. Tremolo is a defect and is quite different from a trill.

Why should we keep on the Opera artists after they have already sung the principal arias and songs in their repertoire. We have never adopted the policy of basing out selling solely on the reputation of artists, independent of the quality of their voices. Many of these artists have very ordinary voices, their reputation being due to their acting and personality and the environment of the stage. An artist to be recorded by us must have a good voice.

Yours very truly,

[ATTACHMENT/ENCLOSURE]

2

The reason we have not signed up leading Violin Artists is that we have not been able to obtain materials ^{with which} to make a record with surfaces smooth enough to record ~~properly~~ ^{Violin music to give satisfaction}. We are now improving the surfaces and will soon have records of prominent Violinists.

~~space~~
Regarding first class orchestras, etc all of our ^{best musicians} are the pick of the best men from ^{the} NY Philharmonic, Metropolitan ~~Orchestra~~ & other well known Orchestras.

Through long experience they produce records impossible to return ~~with~~ otherwise.

We do not use artists who have lost their voices but who retain their reputation; neither do we use artists who cannot make a sustained note without ~~the~~ a chattering tremolo like a noisy quail, x Tremolo is a defect & is quite different from a trill x

[ATTACHMENT/ENCLOSURE]

3

Why should we keep on ^{the} African artists after they have already sung the principal songs in their repertoire? We have never adopted the policy of basing our selling solely on the repetition of artists, independent of ^{the quality of} their voices. Most of these artists have very ordinary voices, their reputation being due to their acting personality.

4

& the environment of the stage, ~~the voice of the artist~~
~~the voice of the artist~~
 An artist to be recorded by us, must have a good voice

Daily report on Disc record surface
January 10th. 1919.

36 Phons tested

GENERAL SURFACE

37 scratch steady and quiet
1 scratch rough

SNAPS

37 O.K.
1 few loud snaps

CHAC-LES

22 a few
12 quite a few
2 all thru'

RUNOUTS

36 O.K.
2 show runouts

27 commercial

2 not commercial on account of runouts
3 not commercial on account of being eccentric

DROPPING TEST

34

CALIPER TEST

High Av. 218.6
Low Av. 207.4

ROUNDS TO STOCK

25082

tested by Henry Ingrand

Approved-C.B. Hayes,
Music Room

H*A

Clarke

*I know it means 'off center'
but how is it possible for
hole to get off center*

3

Clarke

*What does
eccentric mean*

*Off Center. The
new spiritist
strong. Clear*

Hyle

[ATTACHMENT/ENCLOSURE]

Mr. Edison:-

The only way it is possible for N.C.
to be off center, is through carelessness
on the part of operators assigned to
this work.

Inspection was discontinued
without authority and the work was
the better. There will be no
recurrence.

E. E. Harrison

12-11

January 15, 1919.

Mr. Maxwell:

*When the commercial copies of Mr. Edison's record are ready I would like to have you send me six or eight so that I can mail them out to some of his friends with a little personal note.

W.H. MEADOWCROFT.

✓
✓
✓
✓
Messrs. Kuns, Ford, Pagan, ~~W.H. Meadcroft~~, Whiting, Edward Marshall

Mr. Thomas A. Edison
East Orange, N.J.

Dear Mr. Edison:-

Wish to advise that I have purchase, to be an especial Christmas present for Wifey dear, one of your Laboratory Model Phonographs (C-250, No. 5M-60818, are the marks) of the Erie Camera & Phonograph Company, your local agents.

There is one serious complaint I will have to register in connection with my buy: I am most sorry that I did not acquire the machine at the time of my marriage, that is, when I quit the Road. For I would have ~~the~~ the more entertainment all the while which we, Mrs. L. Ruth, our grandmotherly slip of daughter, aged 4 years and 3 months, Kenneth Lloyd, our baby boy, aged 1 year and 3 months, and I, your truly, now are receiving working the machine from early till late - oftentimes until midnight. We have 68 selections to date, but will gradually place orders for more records until we have these into the hundreds.

Whenever you pass through Erie, will you please pay me the honor of a brief call to visit my happy home? I certainly would appreciate this friendliness when a chance is offered you. Bring Mrs. Edison or any members of your family along. I know it will do them good to see how satisfied I am.

Of course, you recall the writer - the tramp you met at Fort Myers and other places and whom you always treated so very humanely.

With kind personal regards to you and yours and my other friends,

Yours sincerely,

Address: Leon Ray Livingston,
1143 West 23rd Street,
Erie, Pa.

→ **THE** **RAMBLER** ←
The Rambler

Please let me hear if this letter reached you.

Mr Edison
see post note
to circular.
meadowcroft

Tell him I shall always
remember him as a man
who gave a grand
gift to the world
of music.

copy of his
writings
to be
sent to
the
family

The
→ **THE** **RAMBLER** ←
(TRADE MARK)
PUBLISHING
COMPANY
ERIE,
PENNSYLVANIA

January 15, 1919.

6357

[ATTACHMENT/ENCLOSURE]

DEALERS GET IN ON THIS!

Rush Your Order to Secure an Ample Supply of the Popular Paperbound Sellers

THIS NEW TITLE IS BOUND TO SELL INTO MILLIONS!

Mother Delcassee of the Hoboes

BY

→A-NO.1←

THE FAMOUS TRAMP-AUTHOR

The author of the "A-No. 1 Tramp Life Series," who himself was a professional rover for more than thirty years, dating from his 11th year of life, during which period he hoboed more than 500,000 miles for \$7.61, tells in this, his ninth volume:

→MOTHER DELCASSEE OF THE HOBOES←

An enthralling story of actual tramp life that will prove a most powerful incentive to veterans—more especially, to crippled heroes—returning from the battlefields

NOT to embark on the miserable existence led by the wandering hoboos

The text abounds with heart-touching incidents which will hold the interest of the reader.

"MOTHER DELCASSEE OF THE HOBOES"

is brought out in exactly the same form as the other "A-No. 1 Books," which all contain 136 pages beautifully illustrated and have attractive covers of durable stock and soil-proof color.

While ordering a supply of the "Mother Delcassee" Book, would suggest that you take an immediate advantage of the low price we can still quote you on all the titles by the popular author.

Give the books a fair trial and display—they sell themselves.

The Author Has Carefully Avoided the Least Mention of Anything That Would be Unfit Reading for the Most Dainty Lady or Child.

Big Profit and a Record Sale Guaranteed

RETAIL PRICE, 25c.

Very Liberal Discount to the Trade.

ORDER BLANK

The _____ News Company
Gentlemen—Please include in our next shipment the following "A-No. 1" Books:

- Copies of Book No. 9: "MOTHER DELCASSEE OF THE HOBOES."
- Copies of Book No. 1: "Life and Adventures of A-No. 1."
- Copies of Book No. 2: "Hobo-Camp-Fire-Tales."
- Copies of Book No. 3: "The Curse of Tramp Life."
- Copies of Book No. 4: "The Trail of the Tramp."
- Copies of Book No. 5: "A Female Tramp's Adventures."
- Copies of Book No. 6: "The Ways of the Hobo."
- Copies of Book No. 7: "The Snare of the Road."
- Copies of Book No. 8: "From Coast to Coast with Jack London."

Have sold more than a million copies of the books. If
Now you care to have a set, please advise, they will cost
Town you nothing. Autographed, if you so desire.

113

Jan. 16, 1919.

Mr. W. H. Miller,
Edison Recording Division,
79 Fifth Avenue,
New York, N.Y.

Dear Mr. Miller:

This will introduce to you Miss
Demarest of 117 Montrose Avenue, South Orange, N.J.
She is very highly recommended to us by one of our
good friends, and would like to make a trial record.
Will you please extend to her your usual courteous
attention.

Yours very truly,

Assistant to Mr. Edison.

A/6323.

Taylor, Pa.,
Jan. 18, 1919.

Dear Sir:-

I am sending you a
piece of mineral which when
shaped as a needle will play
a record (Edison) without much
noise on the Pathé machine.

Hoping this suggestion will
be of value to you I am,

Respectfully yours
Mr. Ellsworth Evans,
214 W. Taylor St.,

(6364)

Say that this needle
will not give satisfactory work
on our records. We cannot find
Diamonds! E

Huntington Business Men's Association

DIRECTORS

G. M. HOSMAN
C. M. LOYE
J. E. CURTIS
O. M. OXLEY
E. B. SIELER

OFFICE OF SECRETARY
HOLLAND G. HOSMAN

A CREDIT RATING BUREAU

ROOM 311 FIRST NATIONAL BANK BLDG.

PUBLISHERS WEEKLY LEGAL INFORMATION

PHONE 504-504

MEMBERS

WEST VIRGINIA
BUSINESS MEN'S
ASSOCIATION

RETAIL CREDIT
MEN'S NATIONAL
ASSOCIATION

HUNTINGTON, W. VA.

JANUARY 18TH, 1919.

Mr. W. H. MEOGOWCROFT
EOLSON LABORATORIES
ORANGE, NEW JERSEY.

DEAR SIR:-

AFTER DELAYS INCIDENT AND PECULIAR TO THE LEGAL PROFESSION, I HEREWITH ENCLOSE COPIES OF DRAWINGS AND THE SUBJECT MATTER WITH REFERENCE TO PHONOGRAPHIC ATTACHMENT AS SUGGESTED IN YOUR LETTER OF ~~REXXXXXXXXX~~ NOVEMBER 27TH, '19.

THE OPERATION OF THE MECHANISM IS SO CONCEALED BY THE VERBIAGE OF THE ACCOMPANYING MATTER THAT A SIMPLE SHORT STATEMENT ON THIS POINT WILL AID YOU. WHEN DESIRING TO USE THE "SILENCER" YOU

DISENGAGE THE CLUTCH SO THE SHAFT CONNECTED TO THE SLEEVE MOVES IN EITHER DIRECTION WITHOUT INTERFERENCE FROM THE GEARING. PLACE THE REPRODUCER ON THE RECORD IN THE USUAL MANNER TURN THE SHAFT TO LENGTHEN OR SHORTEN THE SLEEVE ARM UNTIL THE NEEDLE SOUND SUBSIDES ALSO TRIP THE CLUTCH TO ENGAGE THE GEARING. NO SCIENTIFIC ADJUSTMENT IS NECESSARY AS THE EAR WILL DETERMINE THE RIGHT POINT. IT TAKES NO LONGER TIME THAN TO SET A NEEDLE IN A PHONOGRAPH TO DO THIS.

THE DEVICE IS ALSO APPLICABLE TO THE EDIPHONE DICTATING MACHINE EXCEPT THE GEARING FOR THE DISC FORM OF RECORDS IS NOT REQUIRED.

YOUR ORGANIZATION WILL NO DOUBT BE ABLE TO GREATLY IMPROVE THE MECHANICAL FEATURES AND APPEARANCE OF THE DEVICE AND IT IS SUBMITTED FOR YOUR CONSIDERATION WITHOUT COMMENT AND ON ITS OWN MERITS. THANKING YOU FOR YOUR INTEREST AND YOUR SUGGESTIONS IN THE PAST AND WITH THE HOPE YOU WILL FIND IT USEFUL, I REMAIN,

YOURS VERY TRULY,

Samuel McMill

Mr. Constable

I have been unable to produce interference of the surface voices. Doubtless it can be done.
W. McMill

*Mr. Constable:
Have asked to see his
descriptions & drawings - I
told him to see his
application for patent
before drawing
to us.
1/22/19*

6651

[ATTACHMENT/ENCLOSURE]

Huntington Business Men's Association

DIRECTORS

D. M. MOSHMAN
C. M. LOVE
J. E. CURTIS
O. W. OXLEY
E. B. BISLER

OFFICE OF SECRETARY
HOLLAND C. MOSHMAN

INCORPORATED

A CREDIT RATING BUREAU

ROOM 811 FIRST NATIONAL BANK BLDG.

PUBLISHERS WEEKLY LEGAL INFORMATION

PHONE 604-505

MEMBERS

WEST VIRGINIA
BUSINESS MEN'S
ASSOCIATION

RETAIL CREDIT
MEN'S NATIONAL
ASSOCIATION

HUNTINGTON, W. VA.

JAN 18TH, 1919.

WHAT THIS DEVICE WILL DO IS BEST VISUALIZED BY A DRAWING IN WHICH THE SOUND WAVES FROM THE RIGID ARM ARE REPRESENTED BY A RED LINE AND THOSE FROM THE FLEXIBLE MOVABLE ARM BY A BLACK LINE.

WHEN BOTH SIDES OF THE BIFURCATED MECHANISM ARE OF EXACTLY THE SAME LENGTH THEY ACT LIKE A SINGLE CONDUIT AND THE SOUND WAVES LOOK LIKE THE FOLLOWING DIAGRAM. THE SOUND FROM THE NEEDLE NOISE IS A VERY SHORT WAVE LENGTH MUCH HIGHER THAN THE MUSICAL REGISTER.

When note sound changes a note.

All sounds are heard like a single tube when both are the same length.



WHEN WE LENGTHEN OR SHORTEN THE FLEXIBLE ARM ONE HALF THE WAVE LENGTH DISTANCE OF THE SOUND WE WISH TO KILL, THE SOUND WAVE FROM THE ONE TONE ARM LAGS BEHIND THE OTHER LIKE THIS DIAGRAM AND THERE BEING A CREST AND A TROUGH OF THE SOUND WAVE ENTERING THE CHAMBER TOGETHER THEY NEUTRALIZE EACH OTHER AND PRODUCE NO EFFECT ON THE EAR. THOSE THAT ARE SHORTER ARE SO BROKEN UP IN FREQUENCY THAT THEY PASS INTO THAT REGISTER ABOVE THAT WHICH IS HEARD BY THE HUMAN EAR.

Sound killed by interference here. Crests wave tones too long to be affected by the difference in distance.



AS THE WAVE TONE LOWERS THE GEARING MECHANISM BY FEEDING OUT THE FLEXIBLE ARM KEEPS THE RELATIVE WAVE LENGTHS IN THE SAME POSITION WITH REFERENCE TO EACH OTHER.

THE MUSICAL TONES WHICH WE WISH TO HEAR ARE SO MUCH LONGER IN PROPORTION THAT THE DIFFERENCE IN THEIR CRESTS IS RELATIVELY SO SMALL AS TO NOT BE NOTICEABLE IN ANY TREMULO EFFECT. IT DOES, HOWEVER PREVENT "BLASTING" OR SCREAMING OF A RECORD IN THE VERY HIGH SOPRANO AND FLUTE TONES. THE MUSICAL TONES LOOK LIKE THIS WHEN THE NEEDLE "SILENCER" KILLS THE OBJECTIONABLE TONES.



Musical wave tones so nearly coinciding as to produce no bad effects.

January 21, 1919.

Mr. Leon Ray Livingston.
1143 West 23d Street.
Erie, Pa.

Dear Sir:-

I received your letter of January 15th and am very glad to learn that you are now settled down and enjoying life with your wife and children. Speaking from experience, you have acquired one of the elements to bring happiness into a home, that is, good music, and I hope you will all live long to enjoy it.

I shall always remember you as a man unique and original, and I certainly would be pleased to have an autographed copy of your books. In order to make sure that they will reach me please address them to my Assistant, Mr. W. H. Meadowcroft, Edison Laboratory, Orange, N. J.

If I find myself in Erie some day, I shall try and give myself the pleasure of a call on you.

With kind regards, I remain,

Yours very truly,

A/6357.

Mr Edison

Miller

✓
Messrs. Constable, Sanborn, Werner and Hayes:-

Last night I listened to the March List of Blue Amberol records, and I am very pleased to announce that both mechanically and musically it is the best list I have heard. The run-outs on the average are considerably better than I have heard before and I think the good result from the reproduction is due as much to full prints as to any improvement we may have made in duplicating.

I have found, however, that the gauging on this list is far more varied than on previous ones. Some records are bored too large and some are too small.

I have turned over the detailed report to Mr. Werner.

W. H. Miller

W. H. Miller

*This will
be taken
care of
immediately
W. H. Miller*

1-24-19

6479

THANK YOU

JAMES FRANCIS COOKE
EDITOR OF "THE ETUDES"

Cesarosa
Mala Pa.
Jan 29. 1919

c

Dear Mr Edison :

You must get so many letters from folks who have wires to pull or who are trying to "put something over" that it may be a relief to get an expression of pure gratitude now and then for one of the blessings which your genius and industry have bestowed upon the world.

I have just spent one of many joyous evenings listening to music reproduced and when I realize that the reproducing machines are all traceable to back to your little tin foil machine that startled the world in the seventies it seems to me that the world of music owes you such a very great debt that one of its spokesmen, as I have been privileged to be, should pause for just a moment to thank you.

From the very start I have foreseen what a great educational factor in music your invention was destined to be. Last Sunday at Atlantic

city my brother-in-law, Mr. T. Commerford Martin told Mr. Theodore Presser and myself some of the early experiences with your first machines. Since those days the reproduction of music in such manner has revolutionized the means of enjoying the art in an almost incalculable manner. I rejoice that I was born to live in this age so that such splendid facilities could be ours, - so that the great singers of the world could bring their best to very humble homes, - so that great orchestras, choruses and artists could live again and shall live, really immortalized not in tradition and biographies but in their own spirits and voices.

There are millions who would I am sure join in such a letter of thanks if they thought for but a moment of the fact that this it was Thomas A. Edison who made the art of sound reproduction possible.

With warm admiration and best wishes for your continued happiness and activity, I am

Very cordially

Paul Francis Cooke

FREDERICK J. MILLER
ATTORNEY AT LAW
PINE RIVER, MINNESOTA

February 12, 1919.

*Day I never was
in Mankato, never knew
Crossman*
Mr. Thomas A. Edison,
West Orange, N. J.

Dear Sir:

A client of mine, Mr. John Crossman, who in 1881 or 1882, possibly 1883 lived in Mankato, Minnesota, claims that about that time, you went through Mankato once or twice with your first Talking Machine and were offering \$1000.00 to the person who would give you the best suggestion or idea for improving the same.

Mr. Crossman advises me that he suggested to you that the Talking Machine could be improved by the use of "a half burr running on a tread screw", that you wrote this suggestion down in a book and told him that it might be a very good idea and that you would experiment with it.

Mr. Crossman states that a year or two later, he again met you in Mankato and talked with you about his suggestion of the "half burr on a tread screw," and you advised him that you were working on the same at that time and that you thought the suggestion was a very good and practical one; that you gave him a slip of paper at that time and told him that you would pay him well for the idea if it proved successful.

That a few months later, he received a letter from you stating that the idea was practical and very successful and the newspapers at that time quoted an interview with you in which you said that you had put away \$1,000.00 for him and the same with accumulated interest would be paid to him when he became forty-five years old.

Mr. Crossman was unfortunate enough to lose the slip of paper you gave him together with a letter, through a fire which destroyed everything he owned, and he is now fifty-one years old, and has never heard anything more about it.

Kindly let me hear from you in regard to the above matter.

Yours very truly,

Frederick J. Miller

6635
FJM/hcj

February 25, 1919.

Frederick J. Miller, Esq.,

Pine River, Minn.

Dear Sir:-

Your letter of February 12th to Mr. Edison was received and forwarded to him in Florida where he has gone to spend a few weeks.

We have just received a memorandum from him stating that he has never been in Mankato Minnesota, and never knew Mr. John Crossman. The writer of this letter was associated with Mr. Edison in 1881, 1882 and 1883 and knows that Mr. Edison did not go to Minnesota in any one of these years, and also further knows that Mr. Edison never went through Mankato nor anywhere else with his talking machine.

Yours very truly,

Assistant to Mr. Edison.

A/6635.

Bausch & Lomb Optical Co.

NEW YORK
210 NASSAU ST.
CHICAGO
122 N. MICHIGAN BLVD.

Executive Office & Works:
ROCHESTER, N.Y., U.S.A.
CABLE "BAUSCHLOMB"

WASHINGTON
615 FIFTH ST. N.W.
SAN FRANCISCO
15 CALIF. ST.
LONDON
27-28 ABETEE STREET E.C.4

IN REPLY REFER TO:

FAS*HFF

ROCHESTER,

PURCHASING DEPARTMENT

February 25, 1919.

Thomas A. Edison,
Orange, N. J.

Dear Sir:-

We would like to obtain two or three
dozen Sapphire points similar to those employed
by you for phonograph needles and it may be that
points which are unsuitable for use in your
recorders or reproducers will answer our purpose
just as well for we wish to use them merely for
the points of some measuring instruments.

Please advise what you have to offer
along this line and oblige

Very truly yours,

BAUSCH AND LOMB OPTICAL COMPANY

6704

Day
~~Have you seen any~~
Do not use sapphire any longer for phonograph needles
We use Diamonds

EXPERIMENTAL AND DEVELOPMENT ENGINEERING SERVICE
LABORATORY OF THOMAS A. EDISON.

TO:- Mr. J.P. Constable

REFER TO MEMO. # A-57

SUBJECT:- Method of D. McNeill for Suppressing
surface noise.

DATE: Feb. 26, 1919.

REFER TO:-

FROM:- W.E. Gibbs

This method for suppressing surface noise consists in conveying the sound waves from the diaphragm to the horn through two tubes, one of which is slightly longer than the other. It is claimed that interference will be produced which will destroy the waves of high frequency. The inventor claims that these waves cause the surface noise.

I made a reproducer (to test this statement) in which the sound waves were divided, half going through one passage and half through another of variable length. The passages were about half an inch in diameter. Their minimum length was about seven inches each.

Considerable diminution of the surface noise was noticed when one passage was about two inches longer than the other, but it was not entirely removed with any adjustment that I could make.

The difference was not greater than that between surface noises of good and poor records.

There was considerable reduction in the loudness of the musical tones.

It is obvious that when the two passages differ in length by an inch or more some of the partial tones of the musical sounds will be lost by interference.

In my opinion this method will not sufficiently reduce the surface noise to warrant its adoption.

W.E. Gibbs

WEG:DL

Copies to:-

1935-2-5M-518

February 26, 1919.

Mr. Dennis McNeill,
c/o Huntington Business Men's Assn.,
Huntington, W. Va.

Dear Sir:-

I am now able to report the decision of our Engineering Department in regard to the device of which you submitted specifications and patent office drawings.

Our Engineering Department reports that after making a very thorough investigation of your methods they do not find sufficient merit therein to warrant our becoming interested in this invention. I, therefore, return the specifications and photostat drawings herewith by registered mail.

Yours very truly,

Assistant to Mr. Edison.

A/6651.

Enclosures - 3.

HUNTINGTON BUSINESS MEN'S ASSOCIATION

RATING BUREAU ROOM 4 RITTER BUILDING
DENNIS MCNEILL, SECRETARY
HUNTINGTON, WEST VIRGINIA

me

FEBRUARY 28TH, 1919.

MR. WM. H. MADDEN, CROFT,
EDISON LABORATORIES,
URANGE, NEW JERSEY.

2.

DEAR SIR:-

YOUR LETTER OF THE 20TH TO HAND AND CONTENTS NOTED. IT HAS NOT BEEN MY PURPOSE TO TRY TO SELL YOU SOMETHING IN SUBMITTING THE IDEA UPON WHICH YOU REPORTED. I DID NOT HAVE PROPER APPARATUS TO THOROUGHLY TEST IT AS A HACK SAW AND A WRENCH ARE TOO CRUDE FOR DELICATE TASKS.

I WOULD GREATLY APPRECIATE ANY TECHNICAL INFORMATION YOU CARED TO GIVE FOR FAILURE, WHETHER THE FAULT LIES IN THE IDEA ITSELF OR IN ITS COMMERCIAL APPLICATION. IF YOUR DEPARTMENT TESTED IT OUT AND FOUND IT OF NO VALUE, THE KNOWLEDGE WOULD SAVE ME FROM SPENDING FURTHER TIME OR RESEARCH THEREON. IF YOUR ENGINEERS DECIDED FROM DETAILS WITHOUT TEST, I WOULD LIKE TO PLAY WITH IT IN MY OWN BACK YARD FOR A SEASON BEFORE PLACING IT ON THE SCRAP HEAP.

I WILL NOT TAKE UP YOUR TIME IN FURTHER LETTER WRITING, THIS BEING MY LAST, BUT A FRANK STATE WITH REGARD TO THE ABOVE WOULD BE KEPT IN CONFIDENCE AND GREATLY APPRECIATED.

IN CONCLUSION, I WISH TO THANK YOU AND YOUR ORGANIZATION FOR ALL THE COURTESIES RECEIVED AND SINCERELY REGRET THAT I HAVE TAKEN UP VALUABLE TIME IN YOUR ORGANIZATION WITH SOMETHING THAT IS OF NO PRACTICAL VALUE TO YOU.

YOURS VERY TRULY,

Dennis McNeill

Mr. Constable:
Please give me something to write that will seem reasonable. This man is very decent about it and I want to treat him nicely.
W. H. Madden
3/3/19

EXPERIMENTAL AND DEVELOPMENT ENGINEERING SERVICE
LABORATORY OF THOMAS A. EDISON.

TO:- Mr. W. H. Meadowcroft

REFER TO MEMO. # 13- 227

SUBJECT:- Dennis McNeill's invention.

DATE: March 4th, 1919

REFER TO:-

FROM:- John P. Constable

" In reply to Mr. McNeill's letter of February 28th, we have tried out his idea very carefully and have not been influenced at all by details or mechanical construction. We believe that the idea is practically wrong. He bases his apparatus on the assumption that surface noise has a definite, though changing, pitch.

In trying his idea we have confirmed our opinion, formed from two previous experiments along the same line, that surface noise has no regular pitch and consequently cannot be tuned out by interference. We worked for several months on this same proposition trying to tune out the surface noise electrically but without success and, of course, it is apparent that it is a very much simpler task to tune out vibrations electrically than it is mechanically.

In trying the latest experiment, using a divided reproducer similar to Mr. McNeill's drawings, we have found after very careful work that there is very slight diminution on surface noise although we must admit that there is a slight diminution. However, to divide the reproducer cup tube we lose tone quality and injure the reproduction far more than would be gained in the decrease in surface noise. Also, we find that surface noise varies on almost every record so that a setting for one record is not suitable for another.

From our experiment, as a whole, consequently I feel that there is nothing commendable or practical in this device applied to the phonograph."

I trust that this will answer Mr. McNeill.

JPG:GAF



Copies to:- file:

1935-2-SM-518

March 7, 1919.

Mr. Dennis McNeill,
c/o Huntington Business Men's Assn.,
Huntington, West Va.

Dear Sir:-

I have received your letter of February 28th and asked our Engineering Department to give me further details of their conclusions in regard to your invention. I have received the following report:

"In reply to Mr. McNeill's letter of February 28th, we have tried out his idea very carefully and have not been influenced at all by details or mechanical construction. We believe that the idea is practically wrong. He bases his apparatus on the assumption that surface noise has a definite, though changing pitch.

"In trying his idea we have confirmed our opinion, formed from two previous experiments along the same line, that surface noise has no regular pitch and consequently cannot be tuned out by interference. We worked for several months on this same proposition trying to tune out the surface noise electrically, but without success, and, of course, it is apparent that it is very much simpler task to tune out vibrations electrically than it is mechanically.

"In trying the latest experiment, using a divided reproducer similar to Mr. McNeill's drawings, we have found after very careful work that there is very slight effect on surface noise although we must admit that there is a slight diminution. However, to divide the reproducer cup-tube we lose tone quality and injure the reproduction far more than would be gained in the decrease in surface noise. Also, we find that surface noise varies on almost every record so that a setting for one record is not suitable for another.

"From our experiment, as a whole, consequently we feel that there is nothing commercial or practical in this device applied to the phonograph"

I trust this will answer your inquiry.

Yours very truly,

Assistant to Mr. Edison.

March 7, 1919.

Beusck and Lomb Optical Company,

Rochester, N.Y.

Gentlemen: Atten: Mr. E. A. Schiebs:

Your letter of February 26th was received and sent down to Mr. Edison who is spending a few weeks in Florida.

He wishes us to say to you that we do not use sapphire points any longer for our phonograph reproducers. We use diamonds entirely for this purpose, and, therefore, we are unable to comply with your request.

Yours very truly,

Edison Laboratory.

A/7604.

12
March 10, 1919.

Rear Admiral G.H. 3rd,
Navy Yard,
New York, N.Y.

My dear Admiral:

Your letter of February 27th in regard to your design for a record cabinet was received, and I sent it down to Mr. Edieon in Florida for his perusal.

He has returned it with a memorandum to be handed to one of our Vice-Presidents for his personal attention.

Very sincerely yours,

Assistant to Mr. Edieon.

A.

March 11, 1919.

Mr. A. Holser,
Evansville, Ind.

My dear Mr. Holser:

I received your letter of March 1st, just as I was going out of town for a few days. Perhaps it was just as well that I did not have time to answer at the moment, as I am not accustomed to being criticised for something that is no fault of mine.

You say that as Mr. Edison's Assistant I ought to know so and so. It is not part of my official capacity to attend to any of the technical or commercial details. My time is fully occupied in attending to my secretarial duties for Mr. Edison. Therefore, I shall send our whole correspondence to the Music Phonograph Department and ask them to take up the matter with you in detail.

Mr. Edison is spending a few weeks in Florida, but there are two matters in your letter which I can answer in his absence. One is that he will not allow one of our regular recording blanks to be sent or given to any one. The other is that Mr. Edison has been away during our recent correspondence, so it would be impossible for him to have given any personal attention to the matter.

Yours very truly,

Assistant to Mr. Edison.

Mr. Meadowcroft
In your information
Michals

Michals

March 20, 1919.

Mr. A. Nelser,
Evansville,
Indiana.

Dear Sir:

Mr. Meadowcroft has sent the correspondence that has passed between yourself and him to the writer for attention.

The wax blanks used in our Recording Studio are of a special mixture, and very soft as to composition. They are not a commercial product and can only be handled by placing the fingers on the inside of the cylinders. They are slightly larger in diameter than the standard blank, such as we regularly supply, as allowance has to be made for the shrinkage which takes place in the process. The original master is never tried out and we cannot tell definitely what the result of a record will be until a fully finished record is received from the Manufacturing Department.

There is little, if any more volume on one of these special blanks, than on the sample record you mailed to us.

After a cylinder blank has been recorded (known as a master) it is sent to the factory where sub-masters are made. These sub-masters are then plated, thus giving us metal working moulds from which the hard Blue Amberol Records are produced by automatic machinery. This same condition applied in the earlier wax days. The processes were very similar, except that the wax record was not as hard of course as is the present Blue Amberol Record.

We might add that it becomes necessary to destroy the sub-masters in order to get them out of the metal moulds.

The special recording blanks referred to are made exclusively for the use of our own Recording Department, and are not available for the public, but even though they were sent out, it would be impossible to make use of them except in connection with special recording apparatus, and the necessary recording facilities cannot be made available for any of the regular stock phonographs.

-2-

Mr. A. Melser,
Evansville, Ind.
March 20, 1919.

Much as we should appreciate serving you in the way desired, it is physically impossible to do so, as the volume you are anxious to obtain can only be secured after the recording has been transferred to the hard blank, and this is not only an expensive proposition but can only be done here at the factory.

It was perhaps not made sufficiently clear to you in previous correspondence that our inability to make a record as requested had in thought only that we could not produce one except by putting it through the regular processes (as above described) that would have the volume such as you desired. Our Recording Laboratory is in New York City, where all professional recordings are made—and is the only place where we have expert recording facilities. Here at the factory, where we have no occasion to do any recording, our facilities are similar to your own, as we have only a Triumph Phonograph and regular recorders, reproducers and blanks, similar to what are offered for the consideration of the public.

We are returning via prepaid express the various reproducers and recorders you sent us, together with the two blanks on which recordings have been made. On one of these a man in our Reproducer Repair Department made a few remarks, which you will observe about parallels another record made here, and which is being included in the package.

The blanks used in connection with the "Ediphone" (our Business Phonograph) are as hard in composition as it is possible to make them, and at the same time insure of satisfactory recording. These instruments are equipped with the most approved recorders and reproducers, but if you will listen to a record made on one of these instruments, you will readily appreciate why it is necessary for the operator to make use of hearing tubes in order to correctly transcribe the subject matter on the blanks.

While we have a small hand shaving device, we hesitate recommending it to you, as while many who have them are able to secure satisfactory results, others are not, and it is therefore questionable whether it would prove satisfactory in your case. There are a number of "Ediphone" users in your city who have first class shaving facilities, viz.,

Stearling Products Company
Grahn Brothers
Pauline Ester Company
Evansville Supply Company
National Auto Supply Company
Malay & Wertz,
Henry M. Clemmons Company,
Office Supply Company.

It is altogether probable you may be acquainted with some of these houses,

-3-

Mr. A. Melzer,
Evansville, Ind.
March 20, 1919.

and if so, you might take up the subject of the small amount of shaving
you might desire done, as we believe any of the concerns would be pleased
to assist you in this small way.

We trust we have made this recording situation clear to you
in this somewhat lengthy letter.

Yours very truly,

THOMAS A. EDISON, INCORPORATED,
Order and Service Department,

Manager.

Ediphoned
24

T
March 27, 1919.

Mr. C. O. Toker,
24 North Ninth Street,
Richmond, Ind.

Dear Sir:

I am writing to acknowledge the receipt of your kind note of March 25th and also to thank you for the clipping from the newspaper of 1879, which is very interesting, especially in view of the fact that my old idea of using diamond points has proven to be the right thing.

It gives me great pleasure to learn that you enjoy the disc records so much. Now that the war is over we hope to be able to keep on improving the quality as we are not so badly tied up on raw materials as we have been for the last four years.

Yours very truly,

A/6823.

7 Westwood Park

London N.E. 23

England.

J. a. Edison & Co.

N. Y.

Say there has been many patents
taken out in various countries to
make records run at all of the
same surface velocity. in our Disc
records 10 inch we play $4\frac{1}{2}$ minutes

Sir:

May

But our label is larger & we dare
not make it smaller to get more
room as high notes affect the
recording is unbalanced

5 minute

idle as set forth. We also find that the public
accompanying sheet. do not want repetitions of

If I am correct the worst case is
of more interest to us to
have trouble to fill out
 $4\frac{1}{2}$ minutes

Ym. Hal. any other man.
Will you have it sent to
your men to test.

Either it is nonsense or it
is very valuable.

Yours

Stanford Hale

(6951)

Increase of Playing Time of gramophone records.

I at present the popularity of the gramophone & phonograph is limited by the scant playing time. It has become more popular in the past as the playing time has increased from the original 2 minutes to the present 4 m for a 12" disc. If it could be further suitably increased in duration, its estimation would be greatly increased & to render it an instrument of world wide appeal & commanding for greater price from the wealthy public who would desire to possess such an improved instrument.

II at present, since the circular turntable is centrally driven, the most interior groove is of exactly the same time value as the most exterior groove.
The P. P. S. (Patent the Elphus) is 80 revolutions per minute at the inner, middle, & outer belt of a 12" record, despite the fact that the length of the inner course is 18" and the length of the outer course is 36".

The time-profit is made upon the ever increasing length of course from 18" to 36".

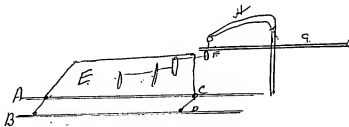
If we can arrange to make that time-profit the problem is solved.

III. Sound script. The size of the waves, - say the size of the sound-script or sound-type at 18" as at present in use is found to be a satisfactory size. It might be possible to run the motor slower to obtain an even greater compression, but it is probable that Edison's early experiments settled 18" per foot of 1 m. as the minimum. Let that minimum be adopted. It is evident then that at all grooves or circumstances under that the inner or minimum, a more extended sound script is in use that is necessary for correct reproduction. If the word "evermore" be written by a fixed pen upon a slowly moving band of paper, it will record thus "evermore", but if it be written by the same fixed pen upon a rapidly moving band it will record thus "e v e r m o r e", accomplishing only the same record, but taking up more space in the doing of it.

IV. Motor to secure the minimum sound - script.

Let the motor whether electric or many-springed clockwork, be detached from its present centrally driving position. Let it be situated under the turntable & mounted upon the wormed rods A. B, cut at 100 threads to the 1" or the suitable ratio, both upon the recording & reproducing instrument. The mechanism shall result in a rubber typed wheel revolving at 18" per second, that time being secured by a governor.

The mechanism shall at the same time, by another wheel, drive the motor along its course A-C B-D, ~~the~~ the half nut upon which the whole motor is mounted revolving upon the wormed rods A. B. & securing that the pace of the motor from the outer to the inner course or from shall be exactly equal from groove to groove & regular from inner to outer groove.



A. B. The wormed rods
 C. D. The motor frame on each drive line
 E The motor

[ATTACHMENT/ENCLOSURE]

The turntable is, upon its under side, lined with a sheet of slightly roughened rubber. The rubber lined driving wheel ^F being applied to the under side of the turntable ^G, immediately under the stylus, begins to drive the turntable at the motor's steady pace, 18" per second. It then drives the first groove of a 12" disc in 2 seconds, instead of the present 1 second. At the end of that groove & at the moment of transition to the second groove, the motor being operated by the turning wormed rods, has advanced $\frac{1}{100}$ " nearer the centre, and applied becomes constant P. P. S (Pace past the Stylus) to the second groove. The meddable diminution of the diminishing circle is thus met, Key is held, and the minimum sound script is gained throughout. The driving wheel ^F should be capable of being levered into engagement with ^G, or out of engagement. The motor could be made capable of thrusting forward & locking into engagement with the central pulley & supplying a central drive for the rendition of existing extended sound script discs. The motor should be capable at the end of a disc, of being quickly pulled back into position for restarting upon its journey.

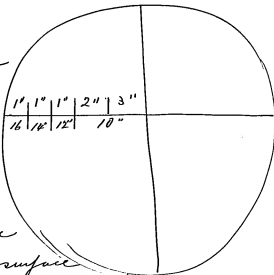
Here is nothing new in the part of this arrangement, as most of them appear in the original Edison phonograph. 5.

V. The gramophone.

Whole & rough figures are used throughout the following calculation upon any disc say that the interior

3" are uncovered. The scoring of the grooves upon the surface takes place at from 3" to 8" of the radius.

It is proposed to use 10", 12", 14" & 16" discs in future, the time per inch being not 1 minute per added inch as before but very much greater as shown in the following table. The extra weight, is under these new circumstances, justified.



[ATTACHMENT/ENCLOSURE]

6

a disc at from 3" to 4"	calculated at 6" diameter gives a crumby	18"
" 4-5	" 8	" 24"
" 5-6	" 10	" 30"
" 6-7	" 12	" 36"
" 7-8	" 14	" 42"

The first inch of playing, that from 3-4 produces	$1\frac{1}{2}$ minute of time
2 nd " " " 4-5	2 "
3 rd " " " 5-6	$2\frac{1}{2}$ "
4 th " " " 6-7	3 "
5 th " " " 7-8	$3\frac{1}{2}$ "

The increase of time being calculated on the same ratio as the lengths of course shown in the preceding table.

VI. We then get at least 6 minutes for a 12" record, 9" for a 14", and $12\frac{1}{2}$ " for a 16" record. In practice it is probable that much greater time would be obtained.

To
J. A. Edson Esq.

28/3/1919.

Stanford Stale
7 Westwood Park
London S.E. 23
England.

JOSIAH SCOTT
Toledo, Ohio

March 28/1919.

Mr. Thomas Edison,
Orange, N.J.

Dear Sir:—The idea is to produce a record having a continuous rounded or oval undulatory groove, every point of the walls thereof consisting of undulations representing sound waves, and the mechanical principal which will produce and transmit the vibrations to and from a diaphragm. My theory is that the undulations thus produced, spread over the whole surface of the walls of a slightly rounded or U shaped groove, would naturally be less sharp than if made by a single point of contact, consequently would be less noisy, and produce a fuller smoother tone.

The fact that the crude model from which the enclosed drawings were made will play any type of record, would seem to prove that mechanically the idea is correct, but I am not equipped in any way to carry the experiments farther, and would like to turn it over to your experimental laboratories, if you think the idea has merit enough to warrant further experiment.

Yours very truly,

Josiah Scott.
1906 Parkwood Ave.
Toledo, Ohio.

Mr. Constable

6888

April 9, 1919.

Mr. Josiah Scott,
1906 Parkwood Ave.,
Toldeo, Ohio.

Dear Sir:-

Your specification and drawing relating to improvements in sound records has been received, and submitted to Mr. Edison and to our Engineering Department. Our investigation show that the surface noises are mostly due to mechanical defects of the material used for records.

Your invention does not appeal to us as having sufficient merit to warrant any experiment on our part.

We return your specification and drawing herewith.

Yours very truly,
and Yours for the Victory Loan,
Edison Laboratory.

A/6888.

Enclosures.

*Day I am at Lab. every day & will
see him - He might write on*
New Bedford, Mass., Apr. 14, 1918.
*Please to see me
I shall be
Here* S H

Thomas A. Edison,
East Orange, N.J.

Dear Sir:-

Can I make an appointment with you to demonstrate
natural melodies. It is a process that I have discovered
and I can render you ~~more~~ ^{melodies} more beautiful than anything
from the composer's hands.

I will call at your office at any time you may
designate and would like a personal interview in order
to demonstrate and explain to you what I have.

I shall be pleased to see you and I will make no
charge for the demonstration as I am sure that I have
something that will be of interest to you.

Yours truly,

JONE R. HAZLET.

40 Walnut St.

6950

Mr. Meadows

4/16

13

Attached letter and sample pair of rubber shoes, came ~~to~~ us from one of our dealers.

Two pairs of shoes were submitted, and receipt of same has been acknowledged. The second pair was received with the request they be handed to Mr. Edison.

We wrote the sender, Mr. Barney, of Elm Creek, Neb. and received him permission to give his idea publicity in our house organ. With his consent to do so, send the second pair of shoes.

These shoes are to be applied to the front feet of the Chippendale cabinet to protect the feet from being worn in the home or during transit from a dealer's store to the home of the purchaser.

E. J. Thompson

[ATTACHMENT/ENCLOSURE]

Elm Creek Neb.

3/28/19

Thos A Edison Inc -

Orange NJ

9 Transmitters

Head Under Receiver Export

Dear Sir

I have yours of the 18th inst. relative rubber shoes from old inner tube sent you, desiring to publish the idea in your house organs. I have no objection to this idea being spread as much as possible. I have them on the back feet of the Chippendale and they are so good that I sent the shoes for their purpose. I also really intended them to go to "The Old Man" for his personal use as I have been for many years an ardent admirer of Thos A Edison. Kindly hand the old shoes personally to Mr Edison - Thanking you most very complaisantly

Yours truly Ralph F. H. Bowers.

[ATTACHMENT/ENCLOSURE]

April 4, 1919.

Mr. F. H. Barney,
Elm Creek, Nebraska.

Dear Sir:

This will acknowledge receipt of your letter of March 31 with enclosure of rubber shoes for the feet of the "Chippendale" cabinet.

Mr. Edison is at present in Florida, having gone down there some few weeks ago. However, the writer will place the shoes in the hands of Mr. Edison's assistant, Mr. Meadowcroft, with your letter explaining their purpose and your request that they be presented to Mr. Edison.

We greatly appreciate your courtesy in this matter and your permission to give your idea publicity in our house organs.

Thanking you once more, we are

Yours for the Victory Liberty Loan,

THOMAS A. EDISON, INCORPORATED,
Order & Service Department.

ET/36
Ediphoned

UNITED STATES RAILROAD ADMINISTRATION

DIRECTOR GENERAL OF RAILROADS

ST. LOUIS-SAN FRANCISCO RAILROAD

J. M. SILLS,
DISTRICT ENGINEER,
SPRINGFIELD, Mo.

Springfield, Mo., April 16, 1919

JMS

Edison Laboratories,
Orange, N. J.

Gentlemen:

I have an Edison Laboratory Model and am, of course, very pleased with the tone recreation, but I have certain Victor records which I like to play on the machine. I have experimented a good deal with the attachments but do not get proper results with the ordinary mica diaphragm generally used with the lateral cut reproducers.

I have used an oil board diaphragm of my own construction with cork, similar to the construction of the Edison diaphragm, but while the tone is somewhat richer it is not yet perfect by any means. I am, therefore, hoping that I can induce you to let me have enough of the material from which you make diaphragms to make one to put in my reproducer for lateral cut records which I use on the Edison machine.

Possibly the fact that my uncle, John Muir, now of New York City, was at one time general manager of the General Electric Company and knows Mr. Edison very well personally, will influence you somewhat in my favor in this request.

Thanking you for any courtesy you may feel justified in extending, I am

Very cordially yours,

John Muir

JMS/w

6993

April 13, 1919.

Mr. Standford Hale,
7 Westwood Park,
London, S.W.23,
England.

Dear Sir:-

Your letter of March 28th with its enclosed manuscript has been received and read with a good deal of interest.

A great many patents have been taken out in various Countries covering inventions to make records and machines all of the same surface velocity. In our disc phonograph records, 10 inches in diameter, we play 4½ minutes, but our label is comparatively large. We dare not make it smaller in order to get more room for music, as the high notes of a soprano would be mutilated.

We also find that the public does not want repetitions of waxes, and even now we have trouble to fill out 4½ minutes for this reason.

Yours very truly,

A/5957..

W

April 18, 1919.

Captain A. F. Wagner,
164, Vardour Street,
London, W.1.
England.

My dear Captain Wagner:

Mr. Edison wishes me to thank you for your prompt attention in regard to the matter of the Edison & Swan Company. The certified copies which you sent were received and they contained just the information that we were seeking. If you will kindly bear the subject in mind and at the proper time obtain copy of the Order concerning the February Meeting, Mr. Edison will be obliged.

Now, I have another commission for you. Mr. Edison has returned from his vacation in Florida and has come back with the idea of renewing his search for melodious songs. For about two years previous to the war he spent quite a little time in personally hearing all the old songs he could get hold of, so as to pick out melodious selections for recording on the phonograph records. I went the rounds of all second-hand book shops and picked up all the old music I could find.

Mr. Edison now wants you to try your hand and see what you can pick up in the way of old time music, English, Irish and Welsh. He does not want anything that is more modern than 50 years ago. He has a firm belief that many of the old folk songs and ballads have fine melodies. He does not want sacred music. He thinks that you can pick up quite a little material in some of the second-hand book stores in London and in Dublin and Belfast. I don't know whether or not he has in mind for you to make a trip to Ireland, but possibly you will probably be able to better judge about that than we could.

Mr. Edison authorized an expenditure altogether as high as \$200. Let me say to you, for your guidance, that many private persons have their own musical selections bound into volumes. I was quite successful in picking up a number of such volumes in the New York second-hand book stores, and it was among these that I found some very desirable music.

When you make shipment, you had better address the

-2-

package or packages to: W. H. Meadowcroft, Edison Laboratory,
Orange, N.J., and forward your shipments through Mr. Stevens
in the usual way.

Yours very truly,

Assistant to Mr. Edison.

Cy to Mr. Stevens,
10 Fifth Ave.,
New York, N.Y.

Day that we already have an auto
stop which works on all records but stopped
mfg during the war 10

Long Beach, California,
April 19, 1919.

Thos. A. Edison, Inc.,
Orange, N.J.

Gentlemen:

I am inclosing you description of a patent
I have applied for relative to the manufacture of phono-
graph records. I thought possibly you gentlemen might
be interested in purchasing my patent. The description
set forth in my papers I think will convey clearly its
merits. The present record, as now recorded, has a very
irregular ending in every piece recorded, thereby making
it almost impossible to use a practical automatic stop;
but by recording your records as I set forth, it becomes
a very simple matter to employ an automatic stop which
would be very practical.

I am negotiating with several other companies
on this matter, and an early reply would be appreciated.

Respectfully yours,

Frank J. Darling.

FLD/S
Incl.

128 East Fourteenth Street.

P.S.:
Claims incorporated in patent papers
will be sent if you are interested. F.L.D.

7054

April 21, 1919.

Mr. Michie:

Will you kindly ship one C-150 disc instrument
and 30 records (selection to be made by yourself or Mr.
Pullin) to:

Institute for the Blind,
Atten: Mr. G. F. Oliphant, Supt.,
Macon, Georgia.

Please prepay transportation charges.

Kindly ship at your early convenience and bill
to Mr. Thos. A. Edison, Personal.

W.H. MEADOWCROFT.

W
April 21, 1919.

Captain A. F. Wagner,
164, Wardour Street,
London, W 1,
England.

My dear Captain Wagner:

In my letter written to you a few days ago there is one thing I omitted to say. When we were searching for old music in New York we came across one of the old time music houses who had a lot of old music tucked away in the cellar. This music had been regarded as out of date and mainly unsellable. Usually they will dispose of such music at a very cheap rate.

You might possibly find a similar condition of things over there. It is possible you have already thought of this after receiving my letter, but it will do no harm to mention it.

Yours very truly,

Assistant to Mr. Edison.

Cy to Mr. W. Stevens.

April 22, 1919.

Mr. J. M. Sills,
St. L. and S. F. R. R.,
Springfield, Mo.

Dear Sir:-

Your letter of April 16th was received and submitted to Mr. Edison. He wishes us to say that you cannot get the results you are after with Victor records, as they do not get the delicate overtones, which, alone, make music enjoyable. No diaphragm, however, ingeniously constructed, will bring out what is not actually in the record.

Yours very truly,
and Yours for the Victory Loan,

Edison Laboratory.

A/6993.

W
April 22, 1919.

Mr. Thos. P. Westendorf,
1919 Michigan Avenue,
Chicago, Ill.

Dear Mr. Westendorf:

Mr. Edison was sitting near
my desk the other day and we were talking about
music. Your song, "I'll take you home again Kathleen"
was mentioned, and Mr. Edison was wondering whether
you have ever felt an inspiration to write other
words for the same tune on the basis of Kathleen having
passed away.

If you ever do get the inspiration, you
might send along the verses for Mr. Edison's perusal.

Yours for the Victory Loan,

Assistant to Mr. Edison.

A/6948

EL PASO & SOUTHWESTERN SYSTEM

Ancho, N. Mex., April 22nd 1919.

Mr. Thomas A. Edison,
Menlo Park,
Orange, N. J.

Say I cannot see
any practical value
to the suggestion.

Dear sir:

In 1905 I wrote you from Vernal Utah advising that I had an idea on sound recording and reproducing method which promised wonderful possibilities. This was referred to The National Phonograph Company for reply, who in turn requested me to submit a description of the proposed method.

Before I had occasion to do this I received from Germany the enclosed copy of patent which appeared to embrace the basic idea upon which scheme was founded, however the method of producing the band records suggested by this patent at once appeared impossible to me, also the idea of having the record on both edges together with the slotted tape and rack-like cog wheel also appeared as mechanical absurdities.

However I decided to await the outcome of this project and never made any reply to The National Phonograph Company.

After fourteen years I have heard nothing further of this patent. In the meantime however I have made many experiments in a modest way which have led me to the conclusion that I am now in position to say before you a detailed way in which this idea could be realized.

Considering the principle of the siren, one can readily grasp how perfectly sound should be reproduced and the volume controlled by the proper application of either compressed or rarefied air to the tape records which had been properly made, moreover these records could be reproduced in many other ways, including telephonic arrangements of various kinds including the use of ~~perforated~~ ^{in my proposed method} ~~the~~ sound would be recorded upon

a surface moving at from five to ten times the speed at which ordinary records are made, then by a very novel photographic process are caused to be distorted in cross section to their length to any desired proportion, ~~then~~ this sheet of metal or other material then passing through a solvent would cut the vibratory lines through, similar to photo-engraving. We would now have only to attach the ends of our numerous strips in the proper manner to constitute our "master" record, which could be used to print upon film or other material to use in connection with "talking pictures", in making duplicates etc.

The sound recording apparatus would be no larger than the ordinary phonograph and the original records would not be made on a long tape as might be supposed, but upon a special cylinder about the same size as the ordinary cylinder record.

This record is then passed through a machine which as stated above very greatly distorts or enlarges the vibratory lines in cross section only, this having the effect of deepening the vibrations to any point desired without increasing the length.

EL PASO & SOUTHWESTERN SYSTEM

2.

This machine is not dependent upon levers, lenses or other absurd methods of making great photographic enlargements or distortions, but its action would be positive and the degree of distortion capable of being regulated within any desired limits.

I have not found myself in position to carry out my idea to a conclusion and produce a working model, but have made many experiments with improvised apparatus which thoroughly substantiate my theories in this connection.

If you would be interested in developing this method and can suggest some way which would bring us together in a business-like manner I should be pleased to place my services at your command.

Please return enclosed copy of patent with your reply as I wish to keep it.

Yours very truly.

J. M. Gordon

Telegraph operator.

Thos. P. Westendorff

1919 Michigan Ave., Chicago Ill.

4 - 24
1919.

Mr. William H. Meadowcroft,
Edison Laboratory,
Orange, New Jersey.

*Say he will come to do
it -*

My Dear Mr. Meadowcroft:-

Replying to yours just at hand will say, that Mr. Edison's suggestion of new words for the melody of "I'll Take You Home Again, Kathleen", certainly ought to inspire the old man to make a try at it and I will. Why not have Mr. Edison write two verses and let me trim them up to fit the tune? A combined effort, with his name, as author of the words, would find welcome in every home. And how proud I'd be of the combination.

I sent you, some time ago, a song entitled "MY DEAR TOM" that was written soon after "Kathleen", and really belongs to it. I am very fond of it and should dearly like to have you consider it in this connection.

On a recent trip down state I found the dealers complaining that they could not get a supply of records - maybe if you got out a few more of the Westendorff brand it would relieve the pressure.

Always glad to hear from you and am anxious to serve you in any way possible.

Yours Sincerely

Thos. P. Westendorff

7030

April 28, 1919.

Mr. J. M. Gordon,
Telegraph Operator,
El Paso & Southwestern System,
Ancho, N. Mex.

Dear Sir:-

Your letter of April 22d was received
and submitted to Mr. Edison. He has read the same
and wishes us to say he cannot see any particular
value to the suggestion you make.

We return the Gorman patent herewith.

Yours very truly,
and Yours for the Victory Loan,

Edison Laboratory.

Enclosure.

April 29, 1919.

Mr. Frank L. Darling,
128 East 14th Street,
Long Beach, Cal.

Dear Sir:-

Your letter of April 19th, together with description of an invention relating to the manufacture of phonograph records has been received.

We already have an automatic stop which works perfectly on all records. It was completed quite a long time ago, and we started to manufacture it, but did not continue its production during the war. We expect to put it on the market shortly.

We return the description and drawing herewith.

Yours very truly,
and Yours for the Victory Loan.

Edison Laboratory.

A/7054.

Enclosures

L

U.S. Naval Experimental Station,
New London, Conn.,
May 2, 1919

Mr. T.A. Edison,
Orange, N.J.

My Dear Mr. Edison:-

I am rather glad for the excuse which causes me to trouble you with such a minor matter, for it gives me an opportunity to convey my regards and express the personal pleasure that I experienced in meeting you in the course of our work at the Navy Yard, and ~~last~~ at New London. You took such great interest in ~~our~~ developments that it was a pleasure to demonstrate them for you.

*find out if we have
one around
even a 2nd hand
tell him to pick it up*

I expect to go to Newport News very shortly for duty on the new Maryland, and last week, Mrs. Libbey and I were in Boston and made inquiries as to the possibilities of obtaining one of your latest type phonographs in a portable form convenient for moving about as we are likely to be doing for the next few years. The dealers-- the C.C. Harvey Piano Company-- informed us that the only machine at all answering to our requirements was what is known as the "Army and Navy" model and that it was impossible to obtain one, but that there might be a possibility of obtaining one directly from the factory. I rather hesitated to bother you with this, but if you could forward this inquiry to some one of your assistants who could look the matter up, I would greatly appreciate it, as I was at a loss as to who could give me any information on the subject. If you would only send me his name, I could correspond directly with him.

We have had some rather remarkable results reported recently from some equipment which we have installed on one of the transports, which gives great promise for peace time work, and, as usual, opens up a new field which requires more research.

I have not had the pleasure of seeing Admiral Burd for several months, but he assured me, over the telephone, that he was even busier after the war than during it!

Trusting that I have not taken too much of your time with this request, I am, with warmest personal wishes for your continued health and happiness,

Most sincerely yours,

Miles A. Libbey

7103

May 9, 1919

Mr. Meadowcroft:

There isn't a portable type Disco Instrument anywhere about the plant - either Army and Navy or one of the former models. Upon investigating in the repair department, I find there are two A-100's in mahogany on which all four legs have been broken. We can have one of these put in satisfactory shape, although it would take approximately three weeks to do the necessary work and refinish.

Early in June the new "Chalet" model will be available (the cabinet of which will be made of gum wood) in both the red and natural finishes. This is a table model.

If either of the above will meet the requirements, let me know, and I will see shipment is made with the least delay possible.

Ediphone 12

R. Michie

7169

Price Chalet
\$95-

*Mr. Edison
See Lieut. Libbey's letter
attached, measuring
Lobby room
will it be song
67*

CABLE ADDRESS
"TRAGER-PITTSBURGH"
WESTERN UNION CODE

JOHN B. SEMPLE & COMPANY

MAKERS OF SPECIAL ORDNANCE

SEWICKLEY, PA. U.S.A.

LABORATORY AND WORKS
STOOPE FERRY, PA.
SEWICKLEY, PA.

May 14, 1919.

M. Comstock
J. Davidson

Thomas A. Edison, Inc.,
10 Fifth Avenue,
New York City,

Gentlemen:

55690

Is there any apparatus on the market to be used in connection with a Phonograph for intensifying or amplifying sound? I have in mind the loud speaking telephone with a multi step vacuum tube amplifier.

Any information you can give me along this line will be appreciated.

Very truly yours,

W. E. Markes B

HEB:3

7224

In the draft
I do not know of any attachment
for amplifying on records
PK

May 15, 1919.

Lieut. Miles A. Libbey,
U.S. Naval Experimental Station,
New London, Conn.

Dear Mr. Libbey:

Referring one more to your letter of May 24, I sent to the proper person in our Administration Office your letter and a memorandum from Mr. Edison and receive the enclosed reply from our Mr. Michie.

Will you kindly return it to me with your remarks and instructions.

Yours very truly,

Assistant to Mr. Edison.

A/7169

Enclosure.

428 Lathrop Avenue,
Boonton, New Jersey.
May 15, 1919.

Gentlemen or Dear Sir:

If you have on hand any songs that were published by you 20 years or more ago, I am willing to pay fifteen cents each for a set. No duplicates wanted.

I don't care how much older than 20 years the songs are, nor do I care if the copies are soiled or yellow with age.

Of course, I expect to send you cash before you make shipments. Please advise what you can offer me.

Yours very truly,

[ATTACHMENT/ENCLOSURE]

428 Lathrop Ave
Brooklyn, N.Y.

If you have on hand
~~any songs~~ ^{any songs} that were published
by you 20 years or more ago
I am willing to pay fifteen
cents each for a set. No
duplicates wanted.

I don't care how ^{much} ^{many} ^{old} ^{new} songs
one, nor do I care if
the copies are soiled or yellow
with age.

If you will advise me what
you have to offer of course, ~~then~~
is a cash transaction I expect to
send you cash before you make
shipment. Please advise what you
can offer me.

ESTABLISHED 1836

THE S. BRAINARD'S SONS CO.
Music Publishers and Music Dealers

NEW YORK
264 W. 47TH STREET

CHICAGO
63 E. ADAMS ST.

Chicago, May 17, 1919

Mr. Wm. H. Meadowcroft,
Boonton, N. J.

Dear Sir,

We have copies of nearly all the songs we published 20 years ago or more. They will run into the thousands, you must remember we have been publishing songs uninterruptedly since 1836 or over a period of 83 years. Are there certain songs you will name or doesn't it matter. Awaiting your reply we are,

Respectfully,

The S. Brainard's Sons Co.

7213

16

THEO. PRESSER CO.

MUSIC PUBLISHERS AND IMPORTERS
GENERAL SUPPLY HOUSE FOR MUSIC AND MUSICAL MERCHANDISE

1712-1714 CHESTNUT ST. PHILADELPHIA, PA.

May 19, 1919

Mr. Wm. H. Meadowcroft
428 Lathrop Avenue
Boonton, New Jersey

Dear Sir:

We have your letter of May 15th in reference to songs that are more than twenty years old and that you will pay fifteen cents for these. In reply to same we would say that we have purchased a number of old stocks from various large publishers and dealers among them is Wm. A. Kaun. There were four or five freight car loads of this shipment. We had the largest stock next to Diteon, at that time. We sorted out of this all the old songs that were not selling any more and about fifty feet or this we have stored away in our warehouse.

We think that in this old music you will find just the best assortment of old songs that could be gotten anywhere. You would have to have someone come here and go over it. We would not think of charging you fifteen cents for these. We would be very glad to sell them to you at three cents a piece but we could not do the selecting ourselves. You would have to send someone here.

Some of these songs go back one hundred years and most of them before the Rebellion.

Yours respectfully,

THEO. PRESSER COMPANY

T.P./H.

7241

*Hayes -
of these 2 songs of
published*

*Meacraft and
The Edison - N.J.*

*will get the poems
if they have them
set to music*

Dear Sir; I trust you will pardon me, for making this suggestion, to people who know their business so well; we enjoy the superb numbers of the "EDISON RECORDS" so much, and think the same so far superior to others.

Reading the last two days, so much, concerning the Ocean, Aeroplane Flight; and of the wonderful Front-Wheels, Drive, Automobile, soon to be on the market; we thought how appropriate, at this time, a well-rendered Record (the kind you produce) of the two Poems; DARIUS GREEN AND HIS FLYING-MACHINE; and THE DEACONS ONE-HOSS-SHAY.

They are old to be sure; can you produce better today? it seems to me these would be appreciated by many EDISON, Devotees; You certainly have at your command Artists that can deliver the goods, in this as in all other lines.

THE "NEW EDISON" is handled here by The Morgan Book Co. we wish we had the Agency? but "don't" think there is any likely show for same; it certainly would be a pleasure to sell the people such Goods as "THE NEW EDISON" with Edison Records, they certainly give so much Real Pleasure, and are such a means of Better Education; if I could have my way, we certainly would put a "NEW EDISON" into every PUBLIC SCHOOL in U.S.A.

Sincerely, with Best Wishes to You and Yours.

May 19th. 1919.

John M. Marcy.
Baldwin City.
Kansas.

*Mr Edison
These are recitations -
I have never heard of
them as songs.*

*Meacraft says
I guess he means
to recite them*

NO 7215

Mr Hayes

Naum

May 31, 1919.

Mr. Robert Campbell,
Mairn Linoleum Company,
Newark, N.J.

Dear Mr. Campbell:

I understand that you are willing
to loan me a blue print of the apparatus you blow
linseed Oil in. I am trying to use heavily blown
linseed in our music discs of the phonograph, and
promise you that it shall be used for no other purpose.

Thanking you for your kind offer. I am,

Yours very truly,

[ATTACHMENT/ENCLOSURE]

Lab paper

Robert Campbell.

National Lumber Co

Newark

I understand that you are
willing to loan ~~me~~ ^{me} a
blue print of the apparatus
you show ~~showed~~ ^{showed} oil in
~~your~~ ^{your} I am ~~not~~ trying to

~~use a machine of yours~~
Heavily ~~blown~~ ^{blown} in
our Music Discs of the
phonograph and promise
you that it shall be

used for no other purpose
Thanking you for ~~your kind~~
offer & ~~your~~ ^{your} ~~kind~~ ^{kind}

428 Lathrop Ave.,
Brenton, N.J.,
May 22, 1919.

The S. Brainard's Sons Co.,
63 E. Adams Street,
Chicago, Ill.

Gentlemen:

Allow me to thank you for your letter of May 17th. I am glad to learn that you have plenty of the old songs which you published 20 years or more ago. I must confess I have not known that your house had been in business for such a long period of time.

Now in regard to the old songs, it does not matter what they are, and I shall not attempt to name them. Suppose you send me, say, 200 of the old songs. If you wish, you can start back at 1836 and work forward to 1899. Of course, you understand I only want one copy of each song with this exception that if the song is written in several keys you can send me one copy in each key. I enclose my check for \$30.00. You do not know me, so I shall not be offended if you wait your shipment until you find that the check is paid.

I may be a good customer and come back for several hundred more, so I beg to suggest that you keep a list of what you send me so in the next shipment there will be no duplication.

Yours very truly,

May 23, 1919.

Mr. John M. Maroy,
Baldwin City, Ks.

Dear Sir:-

Your letter of May 19th has been received and Mr. Edison wishes to express his thanks to you for suggesting the two poems, "Darius Green and His Flying Machine" and "The Deacons One-Hoss Shay". He says we will try and get these two selections if they have been set to music.

Yours very truly,

Edison Laboratory.

A/7215.

Mr. Edison:
Was it in your mind
to give St. Libby a discount?

Measurably

NO

Hard Experimental Labor

Mr. Ludden. Conn.

May 23rd

My dear Mr. Mesadourcift -

Thank you for your
note of May 18th - and please express
my thanks to Mr. Edison for the
letter he has taken for me.

As I understand from your
Mr. Michie's letter (enclosed), you are to
put out a "table" model, the "Chales"
early in June. This would apparently
be the type of machine that would
most nearly meet our requirements, if
it is to be portable.

I would be interested to learn
about this, and if it is what I under-
stand, I can probably obtain one
from any of your regular dealers,
without bothering you any more.

Please express again, my

L
—
If you can get a photo of machine
send it to Libby. W

thanks to Mr. Edison. I tentatively
to take the question up with
him until I was told that
the factory seemed to be the
only possible place where one
of the portable instruments
could be obtained.

With best of personal
regards to yourself and Mr. Edison,
I am

Most Sincerely yours.

Walter A. Ribbey

Mr. W. H. Meadowcroft,
Laboratory of Thomas A. Edison,
Orange, N. J.

Original letter to Hayes in Music Room

May 23, 1919.

Mr. Leon Ray Livingston,
1143 West 23d Street,
Erie, Penna..

Dear Mr. Livingston:

I have received your letter of May 14th and have had a search made for record No. 50140, but unfortunately our people cannot find a single one. It is one of our old numbers and we have been working up to our utmost capacity to supply current numbers, and I understand the old mold has been destroyed.

I have requested our people to recast it again and when we make some more of this number I will have them send you one. In the meantime, it will be better to return your check, as it takes sometime to put these things through. I am sorry for your disappointment, but I guess you still have your old time philosophy and can wait with patience.

I received the set of books which you sent me in January and have read all of them with a great deal of pleasure. They are certainly interesting and instructive and you deserve congratulations on them.

With kind regards, I remain,

Yours sincerely,

Enclosure:
Check - \$1.15.

A/7222.

May 23, 1919.

Mr. H. E. Marko,
Sewickley, Pa.

Dear Sir:-

Your letter of May 14th has been received. We do not know of any attachment or device on the market for amplifying sound in connection with a phonograph.

Yours very truly,

Edison Laboratory.

A/7224.

OFFICERS FOR 1918
 THEODORE L. C. SMITH - PRESIDENT
 IRMA HARRIS BROWN - VICE PRESIDENT
 FRANK P. ALLEN - COMMERCIAL PRINTING & LITHOGRAPHING CO.
 FRED E. AYER - SECRETARY AND TREASURER
 MANCHESTER UNIVERSITY
 C. FRANK HESSE - ASSISTANT AT LAW
 HAGER FARMER COMPANY

OFFICE OF
 THE PRESIDENT
 312-314 HAMILTON BUILDING

Rotary Club of Akron Akron, Ohio

"He Profits Most Who Serves Best"

TRUSTEES

FRANK P. ALLEN - COMMERCIAL PRINTING & LITH. CO.
 A. DOBLE JR. - AKRON JUNE BROS. CO.
 F. C. AYER - MANCHESTER UNIVERSITY
 G. W. DILLON - PULVERLY DRUGGIST
 H. B. BOWMAN - NATIONAL OLIVE OIL & SUPPLY CO.
 JEROME DUNN - THE W. O'NEIL CO.
 G. H. HANCOCK - LYMAN HANCOCK LUMBER CO.
 D. A. HETTLER - PHARMACEUTICAL SUPPLY HOUSE CO.
 T. H. HODGE - ELM, ELM AND TRUSTEES ASSOCIATION
 A. G. SAMPFIELD - SAMPFIELD PHARMACY CO.
 THEODORE L. SMITH - VANDERBILT TRUCK CO.
 W. S. YOUNG - R. F. GORDON CO.

May 24, 1919.

Secretary Meadowcroft,

The Edison Laboratories,

Orange, New Jersey,

Dear sir:-

I trust the enclosed card may be looked upon as an introduction to you from my friend, Mr. Ira Miller. *Day could not even*
De Leone - but
should McLean want a
trial record of his voice

In the Rotary Club of Akron we have two fellows who are exceptionally clever in the musical line, and whom I desire to commend to your favorable notice. The one is Mr. J. Cameron McLean, a real Scot of the Highlands, who has been away from there for about five years. He is a genius in Scotch songs as well as those from the great operas, and ballads; *It can be over-run with*
our best melodies &
he can sing
 can sing in many languages and has a rich baritone voice and one who might like to try for your phonograph. *114 10th*
limited record

The other is Francesco B. De Leone, American born in Ravenna, Ohio but musically educated in old Ravenna, who is an exceptionally good pianist, accompanist and composer. They are easily the leaders here, and deserve wider notice. *2*

May I on their behalf inquire if they could be given a hearing at your laboratories and under what conditions, &c.

Faithfully yours,

Francesco B. De Leone
 PRESIDENT ROTARY CLUB OF AKRON

7260

428 Lathrop Avenue,
Boonton, N.J.
5/27/19.

Theo. Prosser Company,
1712 Chestnut Street,
Philadelphia, Pa.

Dear Mr. Prosser:

My son has given me his statement of his visit to you yesterday, in regard to the old music, and I now beg to confirm the arrangements he made with you, as follows:

1. He has bought for me outright, one lot of old songs from which you are removing the duplicates. You thought that there would be about 10 feet of this, but you would let me know in a few days just how much there is, and I will send you check for the amount. This was to be at the same rate as before, namely, 12¢ per copy, figuring about 550 copies to the foot.

2. You gave him samples from several places in the pile of old songs which you had in the storeroom, and also gave him an option for two or three days to see whether or not I would take it. You thought there may be upwards of 20 feet of the old songs in the storeroom. I have decided to take all of this lot of old songs, up to 50 feet, at the same price as before, namely, 12¢ per copy. My son says it was understood that if I took this lot it should include some of the music already done up in packages. Those packages contain old songs which have pictures in front. It is not that I am interested in the pictures, but, as you yourself said, some of the numbers included some good old songs, and it is the old songs that I am desirous of obtaining. When you ascertain just how much there is in the storeroom, up to the limit above mentioned, please let me know, or send me bill and I will send you check. You can then ship at your convenience.

At some time in the future, after I have received all of the above and the first lot I bought, I shall expect to come over and see you about old piano selections.

Yours very truly,

May 29, 1919.

Mr. Theodore E. Smith,
Rotary Club,
Akron, Ohio.

Dear Mr. Smith:

I received your letter of May 24th and showed it to Mr. Edison. He says that we could not make any use of the services of Mr. De Loane.

As to Mr. McLean, of course, we cannot form any judgment at all as we have not heard him. If he ever visits New York City, and would wish to make a trial record of his voice, he can call and see Mr. Walter H. Miller, the Manager of our Recording Department at 79 Fifth Ave., New York City. We could not offer to pay any expenses of Mr. McLean in this connection, nor would we advise him to go to the expense of a special trip to New York for the purpose of making a trial record.

Yours very truly,

Assistant to Mr. Edison.

A/7260.

MUSIC PUBLISHERS

BOSTON, Mass.

Thompson
 Acorn Publishing Co..... 181 Tremont St. *no very small young concern*

Boston Music Co..... 26 West Street - *Owned by Schirmer.*

Broadway Music Corp..... ²⁴³ 324 Tremont St. *no young concern - only latest popular music*

D. W. Cooper Pub. Co..... ²²⁴ 324 Tremont St. *B7357R no young concern*

Daly Music Pub. Inc..... 665 Washington St. *only brass*

Oliver-Ditson-Cor. Inc..... 178 Tremont St.

Evans Music Co..... 134 Summer St. *none earlier than 1903 - mostly instrumental*

Leo-Feist, Inc..... ~~121 Tremont St.~~

Garton Bros..... ¹⁸¹ 181 Tremont St. *no - in bus since 1904 - small*

Wm. H. Garrish..... 43 West St. *church choir music only*

Wm. B. Bossey & Co..... 181 Tremont St. *unable to list*

Elias Howe Co., Inc..... 8 Bosworth St. *PH 5932 - maker of musical notes some musical notes only*

Inella Pitman Music Pub Co... ^{181 Tremont} ~~326~~ Hanover St. *no - small - young*

Walter Jacobs..... 8 Bosworth St. *nothing before 1904*

McCarthy & Fisher..... 218 Tremont St. *no - small - young concern*

McLaughlin & Reilly Co..... 100 Boylston St. *only sacred music*

Deutscher Musik 30.2.18. ~~Thema~~ No-

Colonel Musici 220 - " No - young. Su h'j. only hand

Hans Van Tielze Musici 220 " " " " " "

Neuberg Mus - 220 ~~Thema~~ No - young. Paper -

Brag Musici 240 - ~~Thema~~ - No - " " " "

Mc Carthy - Fisher " " " " " "

Irving Berlin 180 ~~Thema~~ - No - small young

Lane Musici 181 ~~Thema~~ - No - small young

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Page 2.

Joe Morris Music Pub. Co. 230 Tremont St. *Hand off - See y.*

~~N.E. Conservatory of Music 236 Huntington Ave.~~

other
Herbert F. Odell Co. *165* ~~185~~ Tremont St. *only mandolin music*

~~The Parish Choir 24 Deane St.~~

~~Jerome H. Remick & Co. 228 Tremont St.~~ *Bought by mail*

Louis H. Ross Music Co. 218 " " *his - not so good in his*

~~Arthur P. Schmidt 120 Boylston St.~~ *Bought in N.Y.*

Shapiro & Bernstein 240 Tremont Ave. - *no - Grand See y*

Silver Burdett Co. 221 Columbus Ave. *only record music*

~~✓ Cr. Thompson & Co. 25 Park St.~~

~~× Tremont Music Publishing Co. 372 Boylston St.~~ *out of business*

F. Trifet Pub. Co. 36 Bromfield St. *out of business*

240
Waterson Berlin & Snyder 220 Tremont St. *no - young - branch of N.Y.*

James S. White Co. 224 Tremont St. *no - young concern*

White Smith Music Pub. Co. 62 Stanhope St. *Arranged for purchase of all the have
partially 2500 F 1000 E 5000 L*

M. Witmark & Sons 218 Tremont St. *no store Boston - See N.Y.*

~~B. F. Wood Music Co. 246 Summer St.~~

DAVID KOHN

CARL ZENSE

International Music Publishing Company

421-22-23 HOLLAND BUILDING

ST. LOUIS MO.

June 2nd, 1919.

Thomas A. Edison,
Orange N.J.
Dear Sir or sirs:-

We are mailing under separate cover copy
of our novelty comic song entitled:-

THAT'S THE KIND OF A GUY I AM.

// Should this song appeal to you and you are
in the market for songs and original comic
recitations hitherto unpublished we will be
pleased to submit same to you for reproduction //
on your records.

Thanking you in advance for looking over number
mailed to you we are yours Respectfully,

INTERNATIONAL MUSIC PUB. CO.
DAVID KOHN MNG.

422 Holland Building.
St. Louis Mo.

7201

Meadecraft
We will test any new song you
may send us & if we think
favorably of it will put it on
E

June 4, 1919.

International Music Pub. Co.,
421 Holland Building,
St. Louis, Mo.

Gentlemen: Atten: Mr. David Kohn, Mgr.

Your letter of June 2d has been received.
The copy of your novelty comic song entitled: "That's
the Kind of a Guy I Am" has not yet been received.

We are willing to examine any new song or
original comic recitation that you may send us, and
if we think favorable of it will put it on our records.

Yours very truly,

Mason Laboratory.

A/7301.

2

10 June 1919

Messrs. Luhr, Owen, Clark, Dykeman and Constable:

The communication to jobbers and dealers of information regarding the production of cabinets, records, etc., and the explanations, or apologies, in response to complaints about the quality of our goods were once delegated exclusively to certain persons in the Musical Phonograph Division, who always spoke advisedly. For several years, the Disc Record situation was such as to call for a great many alibis and the Musical Phonograph Division grew somewhat expert in that line. However, we studiously avoided the telling of untruths, and even F. K. Babson has said that, during all of our trouble, we "succeeded in keeping the trade pacified without lying", although, in his opinion, we "sometimes came very close to telling lies."

The enormous improvement in the record situation during recent months has enabled us to be more communicative to jobbers and dealers, and the censorship of information, which once prevailed, has been greatly relaxed. As a consequence, when members of the organization come in contact with jobbers (or dealers), they feel at liberty to talk more freely than in the past. Some jobbers, notably C. E. Goodwin, of Chicago, have the habit of addressing the same question to several different people. It is well known that rarely will two people explain a given set of facts in the same way, no matter how hard each is endeavoring to tell the truth. Accordingly, Mr. Goodwin and other jobbers are likely to discover what seem to them discrepancies and contradictions in the information that they worm out of different members of the organization. Furthermore, in talking with a jobber, or dealer, a man who is not fully familiar with the "diplomacy" of the situation is very likely to say something that would much better have been left unsaid.

A temporarily critical situation is presented by the shortage of cabinets and the particularly unfortunate delays in connection with the Sheratons and Heppelwhites. Week after next, all of our jobbers will be here and it now seems probable that the Convention will be attended by at least twelve hundred dealers. Every jobber, and many of the dealers, will want to know just what has caused the cabinet shortage and the delays in delivering the new models. Mr. C. E. Wilson was a visitor at my office yesterday and was present when I was disowning this matter with Mr. Owen. Mr. Wilson said, "Why that's very easy to explain", and proceeded to give an explanation, which he believed to be perfectly true, but which was not exactly in

accordance with the facts and would have embarrassed us seriously, if it had been offered to a jobber, or dealer. This incident impressed me that it is highly advisable for us to have certain "mouth pieces", who alone will speak in detail to the jobbers and dealers concerning the cabinet shortage, the record situation, etc. I realize that a prominent member of the organization, when asked a question, does not want to say he doesn't know, if in fact he does know, and accordingly it seems to us that a sort of catechism should be prepared, containing general answers to the questions that are most likely to be asked and referring the inquirer for further details to the person, or persons, indicated, who will be prepared to speak advisedly from the standpoint of the Sales Department. We have taken the liberty of preparing such a catechism and submit herewith a preliminary draft thereof. Will you favor us with your suggestions and comments and let us know whether you agree that this is the best method of procedure.

W. Maxwell.

WM-GMM

CC to Messrs. Edison, Chas. Edison and Mambert.

[ATTACHMENT/ENCLOSURE]

CATECHISM

- Q. Why the shortage of Moderns, Mahogany? A. Governmental curtailment last year, difficulty of speeding up after armistice, because of shortage of materials and help, and our refusal to permit manufacturers to substitute other materials for Mahogany. For further particulars, see Mr. Maxwell, or Mr. Michie.
- Q. Why the shortage of Chippendale, Golden Oak? A. The shortage of dimension stock, which we have overcome by buying "as is" and using what we can. This expedient will soon bring about a largely increased supply of this model and the shortage will soon be relieved. For further particulars, see Mr. Maxwell, or Mr. Michie.
- Q. Why the shortage of Chippendale, Brown Mahogany? A. Increased demand, at variance with previous experience, caused us to under-estimate on this finish. Expect to catch up with orders by the middle of next month. For further particulars, see Mr. Maxwell, or Mr. Michie.
- Q. Why the shortage of Jacobseans? A. Owing to the fact that this model was extreme in its fidelity to the period and of a special finish, we did not expect so large a sale for it. In other words, we under-estimated the public's capacity to appreciate a fine piece of furniture. This augurs well for the period idea. The production of this model is being increased as rapidly as possible and relief is in sight. For further particulars, see Mr. Maxwell, or Mr. Michie.
- Q. Why the shortage of Sheraton, Inlaid? A. This is one of the models which, because of governmental curtailment, we ceased to manufacture last year. This cabinet calls for very fine work. Deliveries

[ATTACHMENT/ENCLOSURE]

-2-

are now being made on new contracts placed since the armistice and all immediate shipping orders should be filled by approximately July 1st. For further particulars, see Mr. Maxwell, or Mr. Michie.

Q. Why the shortage of 18th Century English?

A. The decorations on this model are hand-painted. It proved impossible for us to get sufficient artists to come to Orange. We have lately transferred this work to New York, where an adequate Art Department is being organized. For further particulars, see Mr. Maxwell, or Mr. Michie.

Q. What caused the delay in the Sheraton, Sans Inlay, and when will it be available in quantities?

A. We have established higher standards for this model than those which applied to the G-150. Owing to the shortage of help during the war, our specifications were somewhat relaxed in the various cabinet factories and, with the exception of our own cabinet factory, it has been difficult to make cabinet manufacturers realize that the new Sheraton must be made and finished better than was the G-150 before the war. There has been only one way to impress this fact upon them, namely, by the ruthless rejection of all cabinets that did not meet our present standards. This has caused a great deal of delay, but was the only way to meet the situation. The cabinet manufacturers have finally accepted our standards in good faith and the cabinets are now coming through in acceptable shape. The demand for this model is so enormous that it is difficult to say just when we shall have caught up with our orders, but the indications

[ATTACHMENT/ENCLOSURE]

-3-

- are that the shortage will be materially relieved by July 15th. For further particulars, see Mr. Maxwell, or Mr. Michie.
- Q. What has delayed the Heppelwhite and when will it be available in quantities? A. Cabinets are now flowing in and the delay is not going to be very great. Shipments will begin this month and there should be large shipments in July. For further particulars, see Mr. Maxwell, or Mr. Michie.
- Q. Why the delay in the Chalet Model, and when will it be available in quantities? A. The delay was due to the difficulty in getting dimension stock. Shipments in quantities will begin approximately July 1st. For further particulars, see Mr. Maxwell, or Mr. Michie.
- Q. Are silicone index cards part of the new filing equipment? A. No - the customer is expected to devise his own system of indexing.
- Q. What have you done to prevent breakage of covers and back top body frame strips on Moderne and G-150 in Mahogany? A. We have adopted a new style of packing, which insures that these covers will ride rigidly and prevent breakage.
- Q. What have you done to improve the casters on the Chippendale Model? A. We are now using larger and more substantial casters.
- Q. Why are there such delays in supplying parts for earlier type phonographs, both Disc and Cylinder? A. We are today making twice as many mechanisms as we ever made before and in view of this fact, it is a physical impossibility to bring old repair parts through promptly.
- Q. Have you made adequate provision for this year's business? A. In the absence of labor troubles, which we have every reason to believe will not occur in the Edison Mfg. Laboratories, we have provided for the manufacture of sufficient mechanisms and reproducers, as measured by

[ATTACHMENT/ENCLOSURE]

-4-

the jobbers' orders. We have placed adequate cabinet orders with cabinet manufacturers sufficiently distributed to minimize the consequences of fires, strikes, etc. We have placed contracts with some of the finest wood workers in the country. Among them are concerns which heretofore have declined to have anything to do with the manufacture of phonograph cabinets. In other words, our standards of cabinet manufacture are now so high that there is no wood working concern in America today that is too high class to make cabinets for the Edison Mfg. Laboratories.

Q. Will you let us go through the Disc Record Plant?

A. We should be very glad to take you through, were it not for the precedent that would thus be established. We have a number of secret processes which we desire to protect as fully as possible. The most effectual way to prevent outside investigators from getting into the Plant is to have a rigid rule, which excludes everyone. Even the employees of one department of the Laboratory are not permitted to go into another department.

Q. What is your present Disc Record production?

A. One million per month. For further particulars, see Mr. Maxwell, or Mr. Pullin.

Q. When will it be increased?

A. Indications are that there will be a material increase by the 1st of September. Additional equipment is in process of manufacture with a view to bringing our capacity up to two millions per month. For further particulars, see Mr. Maxwell, or Mr. Pullin.

[ATTACHMENT/ENCLOSURE]

-5-

- Q. Why is it numbers are so frequently short on supplements?
- A. Difficulty in estimating the proper number of moulds. This is being overcome by increasing the mechanical strength of the moulds and thus developing a more definite quota of production for each. For further particulars, see Mr. Maxwell, or Mr. Pullin.
- Q. Why is it that we have so much difficulty in getting certain catalogue numbers?
- A. The manufacture of catalogue numbers is based strictly on the orders we have in hand. We cannot bring through all of the catalogue numbers at once. We are working on those for which we have the greatest number of orders. You can expect the restoration of the catalogue to move at a very rapid rate during the summer. For further particulars, see Mr. Maxwell, or Mr. Pullin.
- Q. What makes wedge shaped Re-Creations?
- A. Chiefly a variation in the quality of a certain ingredient. This difficulty was overcome early in June. For further particulars, see Mr. Maxwell, or Mr. Pullin.
- Q. What causes eccentricity of Disc Re-Creations?
- A. Several largely unavoidable causes. Improvement in equipment and rigid inspection have reduced this to a minimum. For further particulars, see Mr. Maxwell, or Mr. Pullin.
- Q. What causes echoes?
- A. What are popularly called echoes result from injury to a mould. Every tenth print from a mould receives a playing test and if there is any evidence of injury to the mould, it is taken off. Accordingly, not more than nine defective prints could come from any one mould. We have increased the mechanical strength of our moulds, which will reduce to a minimum the possibility of injury and

[ATTACHMENT/ENCLOSURE]

-6-

give us a definite "good quality" production from each mould, much as a newspaper can rely on a certain run from a stereotype. For further particulars, see Mr. Maxwell, or Mr. Pullin.

Q. What causes variations in the surface of a print?

A. There are a number of causes, each involving a highly technical explanation. Several of these causes have been overcome completely, and increased rigidity of inspection has greatly reduced the possibility of such prints getting through. For further particulars, see Mr. Maxwell, or Mr. Pullin.

Q. What causes swishing?

A. Wedge shaped blanks, or uneven prints. Both causes have been overcome. For further particulars, see Mr. Maxwell, or Mr. Pullin.

Q. What causes wear?

A. Each batch of surface material must, before it is used in general manufacture, sustain a test of 250 playings, without the slightest sign of wear. This means that the material which we use at present should ordinarily sustain a thousand playings, without a degree of depreciation in the musical quality of the record that would be objectionable to the owner. However, we issue no warranty, either express or implied, on this point. Should a Re-Creation exhibit undue signs of wear, it is usually due to the fact that the reproducer needs attention, although it may be due to several other causes, each having been covered very fully in bulletins. For further particulars, see Mr. Maxwell, or Mr. Pullin.

[ATTACHMENT/ENCLOSURE]

-7-

- Q. Why is it dealers get broken Re-Creations in shipments from jobbers?
- A. The mechanical strength of the Edison Re-Creation, as now manufactured, is much greater than that of any other record on the market and, if properly packed, an Edison Re-Creation should not break in shipment, unless some unusual accident occurs. The dealers who are receiving broken Re-Creations should consult their jobbers about the latter's packing. For further particulars, see Mr. Maxwell, or Mr. Pullin.
- Q. Why is it that Re-Creations sometimes come in wrong envelopes?
- A. More rigid inspection and the weeding out of careless operatives have reduced this to a minimum. For further particulars, see Mr. Maxwell, or Mr. Pullin.
- Q. If a dealer gets a palpably defective Re-Creation from a jobber, must he hold it until he receives notice of his 10% return allowance?
- A. Yes, as on the average we believe he will get credit as quickly this way as in any other. For further particulars, see Mr. Maxwell, or Mr. Pullin.
- Q. What causes eccentricity in Cylinder records?
- A. This was due to a manufacturing trouble which has been removed. For further particulars, see Mr. Maxwell, or Mr. Pullin.
- Q. What causes light prints on Cylinder records?
- A. Variation in air pressure. Improved equipment has practically overcome this trouble. For further particulars, see Mr. Maxwell, or Mr. Pullin.
- Q. Why are the words indistinct on some Cylinder records?
- A. Occasioned by light prints - a difficulty that has now been overcome. For further particulars, see Mr. Maxwell, or Mr. Pullin.

16 June 1919

Maxwell

Mr. Edison:

I have written Senator Nugent explaining the situation in respect of each number which he desires. We were able to ship him only two of the numbers on his list, but will endeavor to obtain prints of the others from the stocks of our jobbers.

Few of the selections on the Senator's list are in great demand, if the demand is judged by the jobber's unfilled orders, which are seemingly the best guide we have.

The problem of new selections versus old catalog numbers is not an easy one, so long as our supply of records is less than the demand. If we make too great a curtailment in the issuance of new stuff, we are criticized by the young people and many of ^{the} ~~the~~ elders in the cities and larger towns.

At the boarding school attended by my daughter they have an Edison and a Victrola. She says that the members of the faculty prefer the Edison, but that the girls favor the Victrola because the Victor (and Columbia) records are more "up to date". This is one of many similar instances that have come to my attention. Even in Senator Nugent's case, some of the selections which he wants are distinctly "trashy", although not extremely popular.

On the other hand, we receive complaints from serious minded people to the effect that we issue too much "trash".

It seems to me that our problem is a good deal like that of the magazine editor, as illustrated by the following episode which is said to have occurred recently in the Editorial Offices of the Saturday Evening Post: George Lorimer, the Editor in Chief, received a letter from a reader, complimenting Mr. Lorimer on a certain number of the Post and stating that this particular reader enjoyed every article and story in the magazine.

Instead of being complimented, Lorimer was very much disgusted, called all of his assistants together and read them the riot act. He said to them in effect:

"Anytime we get out a magazine which suits any one person from cover to cover, we are heading toward the rocks. We can't hold a two million circulation with that kind of a magazine."

It is a noteworthy fact that the two most successful general magazines, viz: The Saturday Evening Post and The American, seldom issue a number whose entire contents is likely to be interesting to any one person, whereas every page of the high class magazine of small circulation, such as Atlantic Monthly, Harper's, etc., is usually of interest to a majority of their readers.

Another significant circumstance is the fact that the Columbia people are apparently scoring a considerable success, and increasing their prestige at the expense of the Victor Company by their extensive and timely issuance of the so called "new stuff". Last December, the Victor Company, due to manufacturing conditions, put out no new selections but offered a re-issue of certain catalog numbers instead. This action was unfavorably received by many dealers and is believed to have been harmful to the Victor Company, although it is reported that they are going to skip another Supplement this Summer.

Such success as the Emerson Record has had is said to be due almost entirely to the Emerson Company's specialization on "new stuff".

Personally I detest ragtime, jazz, etc. If my personal tastes controlled our lists, they would be quite different than they are, but I believe there is a great danger in permitting our personal tastes to control. Chas. Frohman produced only plays that pleased himself and died practically bankrupt. Winchell Smith and John Golden, with whom

I could have had a one third partnership for a few thousand dollars, submerged their personal tastes in their estimate of what kind of plays the public wants and in four years have made a large sum of money, probably more than a million dollars.

While I believe that we should recognize the demand for "trashy" music, I am convinced that a record buyer's taste must be built up from ragtime to better music, if he is to continue a steady buyer of records. We expound this necessity to our dealers and I am at present at work on two schemes which I believe will prove of great assistance in this connection.

There isn't the slightest doubt that our jobbers have overstocked on some "popular" numbers, but this was largely because we were so slow in getting them out. In other words, we would announce a hit while it was popular and the jobbers would place their orders on the basis of its popularity at that time. Delays in manufacture, in many instances, prevented a popular selection from reaching the jobbers until it had been out for some time on the Columbia or Victor, and this naturally affected its sale to Edison owners who had attachments for playing lateral cut records. Furthermore, the waning popularity of a hit would naturally affect its sale. However, these overstocks are not serious, and we are fully protected against them under the revised return allowance.

While we have been late in many cases on so called "hits", there is no question that the Monthly Supplements and "Special Supplements" have done more than anything else could to convince the public that at last the Edison Re-Creation is a "real commercial proposition". Lately we have temporarily reduced the size of our regular monthly supplement and the size and frequency of our special supplements with a view to speeding up the manufacture of catalog numbers during the Summer.

In conclusion, I want to urge that while the criticisms and suggestions of out-siders are undoubtedly of value, it is highly advisable to appraise each from the standpoint of whether it reflects an opinion that is likely to be extensively held, or is merely the probable view of a comparatively limited class. I think it possible that the criticisms or suggestions addressed to you personally do not on the average represent popular sentiment. The ordinary person would not as a rule write you, and accordingly you are likely to get a preponderance of the views of people who are not ordinary. The ordinary man and woman are our salvation, and while I think it is good business to attempt to elevate their musical tastes, we have to catch them first, and a reasonable amount of "trash" seems to be good bait, particularly in the cities and large towns where we are, at present, weakest.

W. Maxwell



June 17, 1919.

Mr. Walter Miller:

I make this note to prevent misunderstanding.

I am spending about 2½ hours daily in finding good songs.

I pick and rate them - Fair, Fair to Good, and Good Good or very Good. Do not use those marked Fair. I only rate these to save them from being lost. Everything not rated is very poor tunes - dead stuff, or duplicates of tunes.

Please remember that I only rate for good melody or original themes and pay no attention to name of tune, to composer or to the words.

I leave it to the judgement of the Recording Department if a tune has proper words, that subject is O.K. and if they have singers who can properly sing the song.

I believe you will find many very beautiful songs that have appropriate words and that our singers and chorus can make very effective.

Edison.

Waller Meller -

I make this note to prevent misunderstanding
I am spending about $2\frac{1}{2}$ hours daily
in finding good songs -

I pick & rate them Fair, Fair to good
& good, & good good or very good

Do not use those marked Fair &

only rate these to save them from
being lost - everything not rated
is very poor tunes, dead stuff, or
duplicates of tunes -

Please remember that I only rate
for good melody or original themes &
pay no attention to name of tune
to Composer, or to the words -

I leave it to the judgement of the
recording dept if a tune has
proper words, that subject is OK
& if they have singers who can

[ATTACHMENT/ENCLOSURE]

2

properly sing the song -

I believe you will find many very
beautiful songs that have
appropriate words & that our
singers & chorus can make
very effective —

}

NO.

UNITED STATES NAVY YARD
NEW YORK, N. Y.

June 17, 1919.

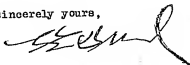
My dear Mr. Edison:

I am forwarding by parcel post
some old books of music which I have picked up
in second hand book shops as you requested.

I believe this music was published
at least fifty years ago and I hope that you may
find something worth while in some of the books.

It is all good music, I think.

Very sincerely yours,



Mr. Thomas A. Edison,
c/o Edison Laboratory,
Orange, N.J.

7407

June 18, 1919.

Maxwell -

Your note about record selections shows that you have entirely and completely misunderstood what I have been saying. I myself like some Jazz and also some Ragtime songs. I do not like high brow stuff generally.

What I complain of is, that of 20 songs; 8 Jazz, 4 comic and 6 or 8 Dance tunes that possibly comes out a month, no one connected with our force has capacity or judgement enough to cull out the few things we desire to put on monthly, but they take them just as Victor or Columbia does, haphazard.

The way I do is to have them all played or sung and find the most tuneful; the ones that suit our voices; that permit a chorus; that are not duplicates of tunes we already have; that a tune has no weak volume spots which will show our scratch; that a tune has a good introduction and accompaniment; and that it likely will be a pleasing composition 5 years from now and that we are not liable to have it returned because it is unsaleable.

Remember I tabulated 125,000,000 sales of wax records and found out what sold and what were returned as far as our accounts were kept. So far I have kept our catalogue up to a point where every tune is a good one, except about 80 that have gone into it in the last 2 years.

I maintain that we should put on each month only the cream of the new stuff and get out more of the best music like Kathleen; Kathleen Mavourneen; Ava Maria, etc., now not in any phonograph catalogue.

I am now spending two hours daily going over old music, of which, so far, I have bought about 60,000 pieces, and will in time secure 200,000. I average about one beautiful tune in 300, and 5 other tunes of various grades.

EDISON

June 18, 1919.

Rear Admiral G. E. Burd,
United States Navy Yard,
New York, N.Y.

My dear Admiral:

I received the four books of
music which you kindly sent me by parcel post
and thank you for bearing me in mind when you
were visiting the second-hand Book Shops.

I shall take an early opportunity of
going over this music and hope to find in it
something good.

Very truly yours,

A/7407.

TELEPHONE 646, REGENT

TELEGRAMS: A. CARLIS, EDISONGRAM, LONDON.
CODES USED: WESTERN UNION, A.B.C. & LISTS



TRADE MARK.
Thomas A. Edison.

IN PURCHASE ADDRESS THE COMPANY FOR THE AFW/GR.
RETAILERS, AND MENTION THEIR INITIALS.

Thomas A Edison Ltd.

164, WARDOUR STREET, LONDON, W.1

W
FACORIES
ORANGE, N.J. U.S.A.
LONDON
BERLIN
PARIS
SYDNEY
BUENOS AIRES

EDIPHONE DICTATING MACHINES.

*You should explain what
our results have been in
getting sheet music & the
prices. There are
100,000 in
London just as cheap*

Mr. William H. Meadowcroft,
Assistant to Mr. Edison,
Laboratory of Thomas A. Edison,
ORANGE, NEW JERSEY, U.S.

My dear Mr. Meadowcroft,

I have duly received your letter dated 16th April
and have since had search made in the second-hand music
shops of London, Belfast, Dublin and Cardiff for the old-
time music required by Mr. Edison as explained in yours
under reply.

I have personally made exhaustive search in the
London shops and have managed to secure a few volumes, but
I find there is very little suitable music available.

There is plenty of junk music, but on looking
through the stacks I found that it was unsorted and consisted
mainly of cheap and popular comic songs published within the
last twenty years, pianoforte music of the cheaper kind and
cheap copies of well known popular ballads such as "Annie
Laurie" etc.

No personal collections in volume form such as you
describe were available, since it is the custom of the junk
dealers to cut up such volumes and sell the separate selec-
tions for which they obtain better prices than for sale in
volumes.

The following is a list of the music I have been
able to secure, and I trust that some of this may be found
suitable, viz:-

	s. d.
One volume Moores Irish Melodies.....	4. 0
" " Songs of Wales.....	2. 6
" " Songs of England (Vol. 2).....	2. 6
Four unbound volumes Irish Melodies.....	2. 0

DICTATED TO AND TRANSCRIBED FROM THE EDIPHONE DICTATING MACHINE.

.2.

	s. d.
Three volumes Strand Musical Magazine	
(Vols. 1, 2 and 3).....	4. 6
Five bound volumes Songs and Music.....	9. 0
One paper covered new volume Irish	
Songs and Ballads.....	1. 0
One paper covered new volume National	
Song Book Welsh Songs.....	-

I am now preparing a small consignment of goods for despatch to Mr. Stevens, and will include the above in separate case marked for your account; full advices will be mailed as soon as shipment has been effected.

I have in mind your suggestion of approaching Music Publishers as mentioned in your further letter dated 21st April, and will make investigation at the earliest opportunity. I think it will be necessary to approach the Publishers privately and not as having connection with Mr. Edison's interests, since in the latter event these Publishers will at once conclude that the music is required for recording and as they would naturally prefer to sell music on which royalty is payable, they would either profess to have no stock of old music available or would require an exorbitant price.

Yours truly,

A. L. Shaw
Director and Manager.

Copy to Mr. Stevens.

THE HOUSE DEVOTED TO THE PROGRESS OF AMERICAN MUSIC

W. L. COGHILL, GENERAL MANAGER

PUBLICATION DEPARTMENT

THE JOHN CHURCH COMPANY

AMERICAN AND FOREIGN MUSIC
MUSIC BOOKS
MUSICAL MERCHANDISE

CINCINNATI, 109-111 WEST FOURTH STREET
NEW YORK, 39 WEST 32ND STREET
LONDON, 42 WINDSOR ST., W.

OWNERS OF
THE EVERETT PIANO COMPANY
BOSTON, MASS.

NEW YORK, June 23rd, 1919.

Mr. Meadowcroft,
428 Lathrop Avenue,
Boonton, New Jersey.

Dear Mr. Meadowcroft:-

OK { We have gone through our entire stock and we find that we can supply you with 2258 copies of copyright songs of twenty or more years ago at the price of 8¢ per copy-net. We presume you are waiting to send your check to cover these, as you did on your initial order. Kindly send also forwarding address that we may send the music just where you want it to be sent.

Our Mr. Coghill does not think it wise to consider at this time the 25,000 to 50,000 copies arrangement. Our busy season is beginning and he honestly feels that he could not spare the people to go through the stock to make such a large selection.

Thank you for your thought of us and our editions.

Trusting to hear from you soon, we are

Yours very truly,

THE JOHN CHURCH COMPANY

TVD/ES

2258
8
180.64

428 Lathrop Ave.,
Boonton, N.J.
June 26, 1919

The John Church Company,
39 West 32d Street,
New York, N.Y.

Gentlemen:

I am in receipt of your letter of June 23d, from which I note that you can supply me with 2258 copies of copyright songs of twenty or more years ago at the price of 8¢ per copy, net. I am sending you herewith my check for \$180.64, in payment for same, and shall be obliged if you will kindly send the music to me at the above address by express. It would probably carry better if you made four packages of it and please ask your packers to use plenty of wrapping paper.

I am sorry to learn that your Mr. Corhill does not think it wise to consider just now the proposed arrangement as to the 25,000 to 50,000 copies. My son will hand you this letter, and will talk with you about the possibility of my paying a reasonable amount for clerk hire, perhaps extra work, to get the music out if you are disposed to consider it.

Yours very truly,

TELEPHONE 558 REGENT

TELEGRAMS & CABLES: EDISONGRAM, LONDON.
CODES USED: WESTERN UNION, A.S.A. & LIESBKE.



TRADE MARK.
Thomas A. Edison.

Thomas A Edison Ltd.

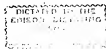
164, WARDOUR STREET, LONDON, W.1

EDIPHONE DICTATING MACHINES.

FACTORIES
ORANGE, N.J. U.S.A.
LONDON
BERLIN
PARIS
SYDNEY
BUENOS AIRES.

IN REPLYING ADDRESS THE EDITOR, NOT THE F.W./G.S.
INDIVIDUAL, AND MENTION THEIR INITIALS F.W./G.S.

June 26th 1919.



7532

Mr. W. H. Meadowcroft,
Assistant to Mr. Edison,
Laboratory of Thomas A. Edison,
ORANGE, NEW JERSEY, U.S.A.

My dear Mr. Meadowcroft,

With further reference to my letter of the 21st instant advising you regarding a purchase of old-time non-copyright music as per instructions contained in your letter of April 18th, I am now enclosing copy of my letter of even date addressed to Mr. Walter Stevens giving particulars of shipment, and enclosing invoices covering cost.

I am enclosing herewith copies of the invoices as rendered, viz:-

No. 789b covering music.....	£1. 8. 6
No. 790 covering expenses.....	5.11
Total.....	£1.13. 5

Trusting you will receive this music promptly and that Mr. Edison will find it satisfactory for his purpose, I remain,

Yours truly,
W. H. Stevens
Director and Manager.

Copy to Mr. Stevens.

DICTATED TO AND TRANSCRIBED FROM THE EDIPHONE DICTATING MACHINE.

[ATTACHMENT/ENCLOSURE]

APW/GS.

June 28th 1919.

Mr. Walter Stevens, Vice President &
Manager, Export Division,
Thomas A. Edison Inc.,
10 Fifth Avenue, NEW YORK.

Dear Mr. Stevens,

We are sending forward through Messrs. Lunham & Moore per S.S. "Minnekunda" due to sail about the 28th inst., two cases marked T.A.E. Inc. 1 and 2.

Case 1 contains miscellaneous Ediphone material for return to the Factory as per our invoice 789a enclosed herewith in duplicate.

Case 2 contains old non-copyright music purchased in accordance with instructions received from Mr. W. H. Meadowcroft, and I would ask you to kindly forward this as soon as cleared. I enclose herewith our invoice 789b in duplicate, together with invoice 790a also in duplicate covering expenses in connection with this purchase.

I have instructed Messrs. Lunham & Moore to consign the goods to Messrs. Thomas A. Edison Incorporated, 120 West Street, New York, U.S.A., and to forward all shipping documents to your goods&c at 10 Fifth Avenue, New York.

We have effected Marine Insurance for an amount of \$30.

By separate letter I am writing more fully in regard to the return of Ediphone material.

Trusting you will have no difficulty in clearing this shipment and forwarding the goods to their respective destinations, I remain,

Yours truly,

Director and Manager.

H
1886 Cedar Ave.,
New York, June 28th 1918

Mr. W. H. Meadowcroft,
Edison Laboratory
Orange, N. J.

Dear Mr. Meadowcroft:-

When may I expect to hear from you in reference to
our interview on May 26th when I played for Mr. Edison?

I should like to confer with you some time regarding
an idea for an invention which would be of importance in
making records for the phonograph, but which would require
some experimenting in your laboratories.

Please let me hear from you at an early date.

Very truly yours,

Alfred H. Hausman

7461

June 27, 1910.

Mr. Alfred H. Hauswirth,
1866 Cedar Ave.,
New York, N.Y.

Dear Sir:-

Your letter of June 26th has been received. Mr. Edison has changed his plans in regard to the employment of a piano player who can improvise, and, therefore, nothing further would be done in that matter.

In regard to your idea of an invention which would be of importance in making records, let me say that he is approached hundreds of times in a year with inventions along this line, but it is his policy to decline to look into unpatented inventions as he does not wish to have any misunderstandings with other inventors.

It is not intended by this policy to discourage other inventors, but is founded on the fact that during the last 40 years Mr. Edison with his staff of assistants have made tens of thousands of experiments in connection with the phonograph, and have covered a wide field. Therefore, he does not like to look into unpatented inventions.

If, at some future time, you obtain a patent for your invention, you may submit a copy and we will give it our consideration.

Yours very truly,

Assistant to Mr. Edison.

A/7461.

7491
Thomas A. Edison,
Edison Laboratory. N.J.

Dear Sir:-

During the past several years I have read with great interest articles, and statements by you, in regard to your researches on voice, vibrance, how tones were made and etc., and I have at last decided to write to you about a very interesting discovery I made in 1911.

I discovered a method of voice development by which I could increase the register, either up or down the scale; many tones higher or lower than is taught in any of the music test books.

By this method I produced a singer who has a range of four octaves of full voice tones (no falsetto). As proof of what I am writing to you I am sending herewith a press notice of the performance of this singer before two opera stars of international reputation.

Why I failed to get recognition from the public is a story of petty jealousies, poor management, treachery, and a lack of funds, that has no bearing on the validity of my discovery, and would not interest you as a scientist, therefore I will advance at once to the crux of the matter and leave it to your judgment, without argument, as to whether my claim is sufficient value to be of interest to you.

1. I learned, that in almost any subject placed in the subjective state (not necessarily completely hypnotized) the resonance and vibrance of the voice were increased to a remarkable degree, and also that even if a person had a huskiness from cold or sore throat, the condition could hardly be noticeable when they entered this state.

2. This discovery led to attempting to train the vocal cords in the case I have mentioned (A full technical description of the case was published in "Clinical Medicine" in Aug, 1916, five years after the occurrence: I will have a copy mailed to you if you wish.) The woman came to me for medical treatment, suffering from chronic bronchitis of fourteen years standing.

3. A rapid cure follow the treatment by hypnosis and we began daily training the voice by the subjective method entirely; after several months work the voice began to gain a half tone in the upper register each day and continued to do so until she could make with ease Ab., in double alt and the tones were as round, full, and clear as a birds. If you want my proofs I have it, in records made on the Edison machine at that time.

My enemies and the would-be-and-couldn't tried to answer my arguments and demonstrations by saying it was merely a freak voice--that the performance could not be duplicated in other people etc., they succeeded in blocking me from making money out of my discovery but (as is often the case in other things) that did not discourage me and forced me to fight for my claim.

I organized a class of twenty students and trained them for nine months with the result that there was not a voice among them but that could sing easily to C, in double alt., and they were about equally divided in

Return slips etc say to
very interesting sign your name
Redwood City, Calif.
June 28/19. This follows
I am sending as soon as I can
wants the name - is probably
a croak

sex.

5. I took a young man who had a heavy baritone voice and trained him till he could reach in full tones, higher than any singer on the stage today, and his voice is of good timber.

6. I then trained two women (one of them my wife). My wife had never had vocal instructions, yet in six weeks she could reach G. in double alt and sing many of the favorite classics of the opera, but she is a finished musician. The other subject did not know one note from the other and apparently had no sense of tune; she succeeded in learning in two months to sing to F. in double alt. and could render several pieces very creditably while hypnotised although she could not do so in her normal state at all.

6. Now, the point that will interest you, perhaps, is that I had the vocal cords of the first singer, photographed, and the result proved that previous theories in regard to how high tones were probably made, are not true. I cannot get this photograph, however, as the man who made it refused to let me have it unless he got a good sum for it, although it could not possibly be of use to him; but what has been done can be done again.

7. The young man of whom I spoke has now been trained for several years and can sing without entering the subjective state, as can also my wife, and of course I am desirous of gaining recognition by someone who can and will make known to the world what my work is worth.

The enclosed clipping I would like returned, for which you will find addressed stamped enveloped.

If you are interested I should be pleased to hear from you.

Sincerely,

F. G. de Stone M. D.

**Edison General File Series
1919. Phonograph - General
(E-19-56)
July-December**

Box 15

Halifax
Ontario Canada

Charles Edison July 3/19

Mrs Thomas A. Edison
Orange N.Y. U.S.A.

Form
Raccolt

RE BOXES FOR AMBEROL RECORDS

Dear Sir,

As a user of your machine & records, I have often remarked upon the poor quality & design of the lids (or covers) of the boxes that contain Amberol records.

The top of lid (or cover) usually breaks away, is lost, the dust then gets upon the record surface and the record does not get a "fair show".

I have designed a cover that would be a great improvement upon the one at present in use.

It has the following qualifications.

- (1) Dustproof & practically unbreakable
- (2) Is impossible to lose the descriptive label.
- (3) Cheaply made.
- (4) Does not alter present box (or case)
- (5) Is a new idea.
- (6) Is patentable.

I am perfectly willing to let you have the idea if you will give me your word of honour to give me what you honestly think it is worth, that is of course, if you use it or cause others to use it for you

yours truly
Bernard W. Hartley

Gedney Farm Hotel, White Plains N. Y.
6 July 1919

13

W.H.Meadowcroft Esq.

Orange. N. J.

Dear Sir:-

Allow me to thank you for your great courtesy .
You cannot easily imagine what the privilege of spending a few minutes
in the atmosphere of the great Edison means to us, Europeans.

I had no right to abuse your kindness, but had a
lot more to say to you. The phonograph, which Mr. Edison kindly gave me
just THIRTY YEARS ago, is in as perfect a condition as it was when it
left the laboratory. The hundreds and hundreds of special records taken
by me are not only as good as they were, when I first took them, but
many of them, that have been indistinct at the beginning have actually
IMPROVED in using them. I have repeated some records 300 - 400 times
without noticing any use or wear. Whenever anybody hears any of my re-
cords I always hear the remark: " Well, but yours is quite a new &
improved phonograph."

I have some exceptionally valuable, irredeemable
records, like for instance some records of Tolstois (readings of his
own works) a series of piano soli, trios etc of russian composers
played by themselves. Many have died since. Think of the enormous
value of them. Yet I live in the constant fear of seeing them perish,
because they are all originals and I found no means to get copies made.

Could you introduce me to the best expert in ma-
nifolding the originals? I once sent a few records over to make an
experiment. The result was that the originals came back spoilt and the
copies were very poor.

You would greatly oblige me by helping me .
I also addressed a few lines to Mr. Edison asking him for his autograph,
which, I hope, he wont refuse me.

Thanking you in advance for your kindness , I am

yours faithfully

J.H. Block

7497

*Day we are always
afraid to try duplication
but we have never failed
yet - would they one
I want to 4*

July 8, 1919.

Mr. F. G. de Stone, M.D.,
Redwood City,
California.

Dear Sir:-

Your letter of June 28 and the
newspaper clippings were received and placed before
Mr. Watson. He found them quite interesting, and has
asked me to return them to you.

Yours very truly,

Assistant to Mr. Watson.

25.
Enclosures.

428 Lathrop Avenue,
Boonton, New Jersey,
July 9, 1919.

Theo. Pressor Company,
1712 Chestnut Street,
Philadelphia, Pa.

Gentlemen:

This is to confirm the purchase from you by my son yesterday, of about thirty-five feet of old piano music, at the same rate as before, namely, one and a half cents per selection, averaging about 550 selections to the foot — duplicates if considerable in number may be returned.

If you will please send me a bill I will forward my check at once. You can pack the music and ship at your earliest convenience to above address via. D. L. & P. Railroad.

Let me also confirm my son's purchase from you of about ten feet of old foreign songs at the same price. The same remarks as above apply to check and shipment.

Whenever you get ready to report on the vocal music from what you call your second stock, I shall be glad to hear from you, but don't let that delay your shipment of the other two lots above mentioned.

I shall hope to learn of an early shipment, as I am going away for a vacation at the end of the month. I am ready to send you a check as soon as I hear from you what the amount shall be.

Now, in regard to the Operas of Mercadante, I believe he wrote about 50 of them. I have the following:

Elona
Leonora
Il Bravo
Il Guiramento

Will you kindly ascertain if you can obtain a copy of each one of all Mercadante's operas, except the above four, and, if so, at what figure. Unless the cost is very high, I shall probably purchase them.

My son seems to have had a fine visit with Mr. Pressor yesterday.

Yours sincerely,

CITY OF LONDON PHONOGRAPH SOCIETY
~~THE LONDON EDISON SOCIETY.~~

HON. TREASURER & SECRETARY:
J. W. CRAWLEY.

51a 1/2 27, HORSHAM AVENUE.

LONDON, N. 12.

9th July 1919.

Dear Sir,

I have to acknowledge with thanks, receipt of your courteous letter dated May 22nd the contents of which have been communicated to the members. As you will see from the heading of this letter, and the enclosed press cutting, in deference to Mr. Edison's wishes, the title of the Society has been altered.

I need hardly say that our members are indeed very sorry that Mr. Edison is unable to see his way to agree to accept the office of President, but if it is possible for him to become a Patron of this Society - which has been formed solely for the purpose of furthering the interests and knowledge of owners of Edison Phonographs - it would indeed be a very great pleasure to all.

I am, dear Sir,

Yours respectfully,

Hon. Sec.

Wm. H. Meadowscroft Esq.,
Laboratory of Thomas A. Edison,
GRANITE, N.J. U.S.A.

Mr Edison:

I should think you
might become a Patron
as the name is changed.
Meadowscroft

TALKING MACHINE SOCIETY GOSSIP.

By "FERTINAX."

JOURNALISTIC AMENITIES.

Mr. Henry Seymour, like the Lord, is no respecter of persons. About my critical intercession in the last issue about the comparative merits of the new Purple Amberole and the old "Blues," I have been called strictly to account for indulging in what the writer describes as "invidious opinionism." I will not print this gentleman's lengthy tirade in full, but will select a choice morsel, if only to show to my benevolent readers that such abuse is not really deserved.

"Dear Fertinax,—I suppose your 'nom de plume' is intended to suggest, pertinently, but perfunctorily, a wasted effort unless its object is at least pertinent. I hope, nevertheless, that the good feeling we have hitherto borne each other over a considerable period will not be marred on your part by an accusation of impertinence on mine, when I suggest that the most charitable assumption to be put forward in excess of your judgment is that you were hopelessly drunk when you heard them." This about takes the biscuit, don't you think?

I SUPPOSE WE MAY HAVE OPINIONS!

I can quite understand our genial friend's annoyance. When I reported somewhat adversely upon the new "Purple," in the May issue, I may as well confess that I had not heard a reproduction myself, but took the opinion at second-hand, and from no other than Mr. Seymour himself.

THE GRAMOPHONE CO.

The Gramophone Co. made a smart advertising move in publishing some correspondence that recently passed between Paderewski and Nordlings on the merits of gramophone music. Propaganda by correspondence is not a new idea altogether. "We should be careful of propaganda by concert," writes the Polish Prime Minister, "so as not to offend the War and not yet dead." We had almost forgotten the German ban.

THE NEW EDISON SOCIETY.

It is unfortunate that Mr. Edison has refused to sanction his name for the office of President to the new Society, so this will entail a change in the name of the Society, which commenced under such favorable auspices. The bulk of the members are very keen Edison enthusiasts, who might be coaxed upon to promote the Edison products to the fullest extent of their powers and opportunities. I am frequently hearing of people who have been greatly impressed by a first-class Blue Amberol reproduction, so faithful to Nature! These people, introduced in recent years to the disc record, never having previously heard the cylinder, except under what are now obsolete conditions. The other important point about Blue Amberols, viz., that they virtually never wear out, appears to the average man very much.

WHAT ABOUT THAT OUTING?

A suggestion was mooted a few months ago that an up-the-river outing was to be organized by the London affiliated talking-machine Societies in June next, a party, which was an excellent move to bring the Society people in closer contact, and to give an added interest to the Societies' doings in the family circle, as members were to have the opportunity to take with them their wives, families, or friends. The day of June, like the possibilities of a permanent peace, have now passed, and I am wondering if the project has collapsed.

CUT RECORDS.

I am not thinking of records which used to be much cut in price by the Tenthons before the War, but of records or reports



can be obtained from over 900 dealers in the United Kingdom.

Amongst the features that have made for its rapid promotion in public favour is the guarantee of the Scala Co. behind it. Every "Cabinet" sound-box has to be perfect. Another point is that it is not a profiteering line. The price of 15/- is quite a pre-war price.

More than 100 new dealers handle the "Cabinet" sound-box each month.

Ask YOUR Dealer
to Demonstrate.

A COLUMBIA TRIUMPH! "MONSIEUR BEAUCAIRE" EXCLUSIVELY

Mr. Edison: Music

About the operas of
Mercantante.

There is quite a
number of them 40 or 50.
We have only 4 of them.

You asked me to get
a price on them. My son
went to Ricordi's & Schirmer's,
but could get no satisfaction
from either.

He then went to Breitkopf
& Härtel. They said they
could not get a price on
them on account of the
unsettled state of things in
Europe. But they were
willing to send an order for
(over)

them and get all they
could and give us the
dealer's discount - They
thought the average price
would be about \$5⁰⁰ each.

What do you wish
me to do?

July 10/19 *Meade-worship*

If the average
price is not over
\$5. each order
them all —
Σ

B

July 10, 1919.

Mr. J. H. Blook,
Gedney Farm Hotel,
White Plains, N.Y.

Dear Sir:-

I received your letter of July 6, in the contents of which I have been much interested.

Mr. Edison also received a letter from you and wishes me to acknowledge it and express his thanks to you. In accordance with your request, he has autographed one of his photographs for you, and I shall send it to you by mail today under separate cover.

I spoke to Mr. Edison about making replicas of your record, and he wants me to say that while we are always afraid to try duplication, we have never yet failed. He says that if you would like to have us try to duplicate one of your records, you may send it over to me, and he will give instructions to our experts to attend to the work.

Yours very truly,

Assistant to Mr. Edison.

July 15, 1919.

Captain A. F. Wagner,
164, Wardour Street,
London, W.1,
England.

My dear Captain Wagner:

Allow me to thank you for your letters of June 21st and 26th, in regard to your purchase of old time music, and am glad to learn that you have forwarded a small consignment. I shall hope to receive this shipment in due time through the kindness of Mr. Stevens.

Since I wrote you last April, I have greatly extended the scope of my search for music, in accordance with Mr. Edison's wishes. Although I have been able to pick up from the Second-Hand Book Stores in New York quite a considerable quantity of old books of music, it was quite evident to Mr. Edison that we would not be able to obtain all he wanted in this way.

One day I picked up at a second-hand bookshop a lot of about 1,000 pieces of sheet music, most of which was more than 20 years old. Mr. Edison was much pleased with this, and it gave him an idea. He requested me to get in touch with all the music publishers in New York who have been in business more than 20 years and buy up single copies of any songs they might have which were published in the last century, provided they could be bought cheaply. I was to do this in my own name and give my residence address, for obvious reasons.

So far I have had a great deal of success, and up to this time have purchased about 50,000 copies of sheet music, for almost all of which I have paid only 1½ to 2¢ a copy. In some cases I have had to pay \$1.10 and 15¢ a copy, but at these higher prices only a comparatively small quantity in each case. I have not yet finished my search, but am still proceeding with it, not only in New York, but in other cities.

From one music concern alone I bought upwards of 30,000 copies at 1½ per copy. This was old music which they had withdrawn from their shelves and stacked away in their warehouse and cellar. Probably it would have been out in half and sold later on for waste paper, so both sides benefitted by the transaction.

There is one thing I must particularly call to your attention, and that is, we are buying copyright music. Our idea first was "non-copyright", but if we asked for non-copyright, we would get what the Music Trade calls "Reprints". This is a technical term in the music trade for reprints of old standard selections, such as selections from the old operas and songs that are very very old and that are published without any copyright restrictions.

Mr. Mason thinks that the old established music publishers in London would probably have stacks of old songs tucked away in their cellars and warehouses, and that they could be bought cheaply, just as I have bought, and he would like you to look over the field and see what can be done in this direction, using your own name and giving your personal residence address. He thinks that in London there are possibly 100,000 old songs that could be picked up just as cheaply as I have picked them up here. Of course, it is music published in the British Isles that I refer to.

Naturally, when you approach a music publisher on such a quest, he will wonder what you want to do with these old songs. I struck this difficulty right at the beginning, and fortunately was ready with an answer to the effect that I was interested with some friends in getting together a library of songs published during the last century. Two or three of the publishers made the remark that it was rather an expensive fad, to which I modestly assented, but did not offer any further explanation.

Of course, I have not forgotten that we might run across some difficulty in obtaining Consular invoices if you are fortunate enough to pick up a lot of music cheaply. You are more familiar than I am with details regarding export shipments, but it occurs to me that if you bought any music you should have the bill made out to you and receipted. Then you become the exporter. It is quite possible when the music arrives in this Country it will have to go to the Appraiser's and we would make explanation here. The worse that could happen would be that we might have to pay duty on regular wholesale prices.

I understand from Mr. Stevens that you expect to be here around the first of September, so it is possible that after looking around you may find some conditions that may need explanation, and we can talk it all over when you come. I expect to be away during the month of August on my vacation, but plan to be here by the first or second of September.

With kind regards, I remain,

Yours very truly,

Assistant to Mr. Edison.

A/7532.

cc to M. Stevens.

THEO. PRESSER Co.

MUSIC PUBLISHERS AND IMPORTERS
GENERAL SUPPLY HOUSE FOR MUSIC AND MUSICAL MERCHANDISE

1712-1714 CHESTNUT ST. PHILADELPHIA, PA.

July 15, 1919

Mr. W. H. Meadowcroft
428 Lathrop Avenue
Boonton, N. J.

Dear Mr. Meadowcroft:-

We have your letter of July 9th and we were very glad to hear from you. We have gotten all the music together and we find that we have done very well indeed with the amount. We have gotten 42 feet three inches all told. I think that you will especially like the foreign songs. These are possibly the oldest and quaintest of them all. They are almost worth their weight in gold. I believe you will approve of them.

The bill is \$29.50 which I will enclose. I see that you have four operas of Mercadante. I want to see what we can do for you on the rest of them. There are about sixty of them not all published but it will take some time for us to investigate in the European houses. We will write to Italy, Germany, France and England and we will see what price they want before giving the order.

We enjoyed your son very much. He made the best impression possible on us and we hope to have him here again.

With kind regards, we are

Yours very truly,

THEO. PRESSER COMPANY

7 P

TP/N

7542

Mr. Edison; ^{Don't say anything}
about the old records
You will ^{be} ^{to know it} ^{interested} ⁱⁿ seeing this.

I will send items
to them occasionally, but
will show them to you
first.

Meadowcroft.

[ATTACHMENT/ENCLOSURE]

17 July 1919

Meers. Leonard, W. H. Miller, Clark, Call, Luhr, Sanborn,
Constable, Meadowcroft, Dykeman, Pullin, Shearman,
Fuller, Hayes, C. H. Miller, Burke, Michie and Bird:

I think no one will question that our Supervisors should be supplied promptly with interesting factory news which it is proper to divulge.

There is seemingly only one way to insure that they will receive promptly the information about the business which they should have and that is to make it a practice to send them, every week, a general letter. This letter will be known as "The Weekly Flash". The name is borrowed from the Telegraphers' Lexicon to indicate that the news is advance information, that in many cases has not been officially announced.

As President Wilson would say, "May I not ask each of you to run a tickler that will come up every Tuesday to remind you to send me any news or information that you think would be interesting and helpful to our Supervisors. Will you please bear in mind that the possession by our Supervisors of up-to-date factory news increases their prestige in the eyes of the jobbers, jobbers' traveling men and dealers and in many instances will tend to enhance their influence."

I do not know that I need to give you any examples of the kind of news I mean, but perhaps there will be no harm in drawing on recent events for a few illustrations.

Example #1 Rachmaninoff's piano Re-Creations will not be shipped until about October 1st and will not be advertised in the magazines until January. Nevertheless, the fact that he has made some wonderful piano Re-Creations, which earned his own enthusiastic approval, as well as that of Mr. Urohs of Steinway & Sons, is an item of news that can profitably be circulated among the trade in advance of the issuance of the Re-Creations. The news item on this point should, in my opinion, have emphasized that Rachmaninoff is the world's greatest pianist, and also should have played up the fact that Mr. Urohs stated that while his business interests were strictly Victor (presumably his interest in a Victor jobbing company in Atlanta), he must admit Rachmaninoff's Re-Creations were the most perfect he had ever heard and were so remarkable that the results were positively uncanny; further that he intended to purchase an Edison instrument at the first opportunity.

Example #2 Lazzari's engagement with the Metropolitan Opera Company as leading contralto is a big piece of news and is particularly gratifying as reflecting the ability of Mr. Edison and the Recording Laboratory staff in picking winners.

[ATTACHMENT/ENCLOSURE]

-2-

Example #3 The accomplishments of Messrs. Clark and Dykeman in augmenting the supply of cabinets. Likewise the work that has been done by Messrs. Lahr and Owen to improve the manufacturing methods of various factories.

Example #4 The fact that our output of motors and reproducers is the greatest in our history is of interest; first, because it demonstrates improved efficiency in the Works and, second, for the reason that it shows our confidence in the cabinet situation. I personally am very proud of the Works and I believe that a good piece of news can be found there every week. Frequently the steps which we have taken to overcome a given complaint will be of great interest to our Supervisors and the trade.

Example #5 Mr. Hayes will frequently have an interesting piece of news as to when some particularly desired selection will be listed.

Example #6 Mr. Fuller undoubtedly will always have one or more interesting items about Edison Tone Test Artists and the promotion work which he is doing.

Example #7 Mr. Meadowcroft from time to time will have some interesting anecdote or statement about Mr. Edison. Mr. Edison's activities have always been of intense interest to our jobbers and dealers. I realize, of course, that there is much of Mr. Edison's work that cannot be spoken of prematurely, but I think there remains enough to provide a good many items.

Example #8 Mr. Chas. Edison will probably not be a frequent contributor to "The Weekly Flash", but in all likelihood there will be occasional items from his office of great interest to the trade. I think it is not as generally understood as it should be that our present satisfactory relations with our employees and the excellent morale which prevails in the organization result from the policy inaugurated by Mr. Chas. Edison quite a long time before manufacturers generally recognized the necessity of such policy. Our jobbers and dealers have a very great interest in the relations between the Company and its employees and any items which Mr. Chas. Edison cares to release will be exceedingly helpful.

Example #9 Mr. Pullin will be able, nearly every week, to give out one or more interesting items about catalogue numbers that have begun to flow, increased shipments, etc.

It is expected that everyone who furnishes us items for "The Weekly Flash" will give careful consideration to the advisability of releasing the information. In addition to this, we shall exercise rigid censorship and I think we can be reasonably confident that nothing will be issued prematurely.

[ATTACHMENT/ENCLOSURE]

-2-

If you will cooperate with the Musical Phonograph Division along the lines suggested above, your assistance will be greatly appreciated and we believe will contribute in a substantial way to the success of the phonograph business.

W. Maxwell.

WM-GMM

P.S. Other members of the organization will be called upon from time to time for special contributions to "The Weekly Flash".

CC to Messrs. Chas. Edison, Skolton, Gardner, Burgess, Callahan,
Taylor and Burns.

e

July 18, 1919.

Miss Donna Masley,
One Madison Ave.,
New York, N.Y.

My dear Miss Masley:

I have not forgotten you by any means. I still have a vivid recollection of the pleasant evening I spent with our good friends Mr. and Mrs. Edward Marshall and yourself at Cornexio Hall, and I have since been expecting to hear from you to say that you were ready to make a trial record.

I showed your letter to Mr. Edison, and he has requested me to ask you to go to our Recording Department at 79 Fifth Ave., New York, N.Y., and see Mr. Walter H. Miller, the Manager, who will arrange with you about taking one or two trial records, which will be sent over here to be passed upon by the Music Committee.

If you will call in and see Mr. Miller and show him this letter, he will extend every courtesy to you, and he will notify me when the trial records are sent over here.

I wish you the utmost success, and trust that the phonograph will be kind to you.

Very truly yours,

Assistant to Mr. Edison.

~~cc~~ Copy to Mr. W. H. Miller with original correspondence.

July 23, 1919.

Hon. Secretary J. W. Crawley,
City of London Phonograph Society,
27 Horsham Ave.,
London, N. 12,
England.

Dear Sir:-

I have received your letter of July 9th,
and have brought to Mr. Edison's attention your
desire for him to become a Patron of the City of
London Phonograph Society.

Mr. Edison wishes me to convey to you
his entire willingness to become a Patron of the
Society and appreciates the compliment.

Yours very truly,

Assistant to Mr. Edison.

A/7574.

[ATTACHMENT/ENCLOSURE]

D
1919 Photo.

25 July 1919

Mr. Edison:

Attached please find typewritten list of all the Disco Re-Creations that on June 1st, 1919, were eligible to return (as over stock) under the return allowance. I believe you are aware that we do not permit the return of records or Re-Creations (as over stock) until one year after the date of their announcement (in a supplement) to the trade.

Following each selection, we have noted the total returns thereof (as over stock) from January 1st, 1915, up to June 1st, 1919. The total shipments of each number from January 1st, 1915, up to June 1st, 1919, are also shown. This was an afterthought and to avoid rewriting the list, the figures were inserted in the only available space, viz., immediately following the catalogue numbers.

*all follow
Recd*

You will notice in each series a red line drawn across the page. This line marks, as nearly as we can determine it, the change from the so called old technique to the new technique. In other words, the numbers following the red line in each series were for the most part rougher in surface than the numbers above the red line.

Prior to November 15th, 1918 (when we increased the prices of Disco Re-Creations and limited the jobber's total returns, whether for defects or otherwise, to 15% of his purchases), the only way a jobber had of getting rid of rough Re-Creations, that contained no other defects, was to send them back as over stock. ^(in most cases) You will observe that this is reflected by the larger percentage of returns under the red lines than above the red lines.

[ATTACHMENT/ENCLOSURE]

(2)

Needless to say, we have manufactured in the new technique many of the numbers appearing above the red lines, but the proportion of rough prints shipped out is considerably smaller than is the case in the numbers below the red lines. Some of the numbers above the red lines, because of their greater popularity, were manufactured in the new technique more extensively than other numbers that appear above the red lines in the same classification. A few of these are indicated by a red ink "x". The returns on such numbers result largely from rough surfaces.

We have indicated by a red ink "c" several typical popular numbers, where we believe the returns have been due almost entirely to the rough surface.

I regret that the attached figures require so much explanation, but they are likely to be misleading, unless interpreted in the light of the foregoing facts. Even when one considers the explanations given herein, it seems to me very difficult to put a satisfactory interpretation upon the return figures.

W. Maxwell.

WM-GMM



July 28, 1919.

Mr. Edison:

I have visited all the Old Book Stores in New York and vicinity.

The list of second-hand book stores, furnished by Boyd's City Dispatch, contains 107 names, all of which were visited, with the following results;

B O U G H T:

<u>Copies of</u> <u>Sheet Music</u> <u>bought:</u>	<u>Books of</u> <u>Music</u>	<u>Price</u> <u>each</u>	<u>Total</u> <u>Price</u>
5	-	10¢	\$ 0.50
129	-	5¢	6.45
138	-	2¢	3.45
3770	-	2¢	75.40
500	-	1¢	5.00
200	-	5¢	1.00
---	10	62¢	6.25
---	3	35-1/3¢	1.00
---	12	12¢	1.50
<hr/> 4742	<hr/> 25		<hr/> 100.50

Average price, sheet music per copy .019
" " Books each .35

OK WGE

N. M. Meadowcroft

July 28, 1919.

Mr. Edison:

I have visited all the Music Publishers in New York and vicinity, according to the list of Music Publishers furnished by Boyd's City Dispatch, which contains 104 names in New York City and vicinity, with the following results:

<u>Copies of Sheet Music Bought:</u>	<u>Price per copy:</u>	<u>Total Price:</u>
49,500	.01 $\frac{1}{2}$	\$ 750.31
220	.02	4.40
1,965	.02-1/5	29.61
150	.03	4.50
2,258	.08	180.64
595	.10 $\frac{1}{2}$	62.00
22	.12 $\frac{1}{2}$	3.00
<u>54,710</u>		<u>\$1,035.46</u>

Average price per copy .019

There are approximately 7,000 copies on order which have not yet been delivered, as follows:

4,000 at 5¢
3,000 " 7¢

OK

W. M. Meadowcroft.

Mr. Edison:

I thought you might like to look at these reports again - I trust you feel justified in the expense of employing my son to do this work. He finished yesterday & will go to Boston for you when we return Sept 1. Meadowcroft

DR. O. LE GRAND SUGGETT
METROPOLITAN BUILDING
SAINT LOUIS

Aug 20, 1919.

Mr. Thomas A. Edison,
Orange, N. J.

Dear Mr. Edison:

*By means of a simple Bell telephone
and a 4 stage Audion. The sounds heard
through a stethoscope could be
will you kindly inform me as to the deli-*
cacy of sound that a distophone will record. I have conceived
the idea of making it of practical use for recording permanently
of sound. As I am experimenting
and indisputably pulmonary and cardiac sounds, now only determin-
on an Audiphonograph sound, I recall
ed through the stethoscope and susceptible of individual inter-
as early as possible by the
pretations by different ~~examiners~~ *Experiment*, and recorded ~~if~~ at all, by sym-
bols not uniform or standardized, on a chart or diagram, ~~according~~
~~to~~ according to their individual conceptions.

I have in mind particularly, patients with chronic tuber-
culosis, especially in large Sanatoria, whose examinations require
repetition for a long period of time, many returning after an in-
terval of years for a "comparative" examination and report upon
their condition, often after the original examiner is gone or per-
haps dead. You can readily see how invaluable such a record
would be.

A few additional examples will convince you of its practi-
cal utility, if it is mechanically feasible, as the findings in
auscultation as well as in percussion, are a matter of acoustics.

For instance it could be used in medical classes, both un-
dergraduate and post graduate in teaching the science of these
indispensable methods requiring long and oft repeated sances, in
order to fix indelibly in the students mind, the pitch, quality and
volume of a note or tone characteristic of a definite pathologic
condition, one patient thus subserving the purpose of many of the

#2.

DR. OLE GRAND SUGGETT
METROPOLITAN BUILDING
SAINT LOUIS

the same type, oftentimes not at hand or procurable-----and certainly no patient could stand the fatigue of four or six students going over him, whereas with the proper number of receivers attached, so small a class could listen simultaneously (to identically the same spot), their instructor also "listening in", interpreting for them over and over again until each had gotten it. Atypical and unusual cases, never again available, could be thus recorded.

Many times I would have given a great deal to have had a photograph of what I saw through my cystoscope in a bladder I was privileged to examine but once and did not have the artist at hand.

Furthermore I have heard disputes between examiners as to what they heard, and I assume that the ear is as susceptible to individual variations and interpretations as is the eye.

For instance, in the presence of 40000 witnesses to the recent big pugilistic contest for the worlds championship, there were nearly as many different opinions as to just where the referee was standing when the knock out blow was struck, but the cinematograph decided it indubitably. For class work, a series of records of the normal sounds would have to be made for comparison.

A mechanical hammer such as is used by physicians could be arranged inside the bell of the "Pulmodiastaphone", and the percussion notes could be recorded as well as those elicited upon auscultation. I am only wondering if such delicate sounds could be sufficiently amplified. From the enclosed illustration

of what seems to be a mere toy, it would seem that it could.

#3.

DR. O. LE GRAND SUGGETT
METROPOLITAN BUILDING
SAINT LOUIS

Such a record would be as valuable, or more so than the roentgenogram, now universally used in chest examinations.

There are many designs of stethoscopes, the Bowles and others of its type, having a perfectly flat and inflexible surface to apply to the chest wall-----a sort of a disk such as is found in the telephone receiver, but the best ones to my way of thinking, are those of soft rubber, which fit snugly over the uneven surfaces, and have a bulb for exhausting the air from beneath them, creating a sort of imperfect vacuum.

The one I am enclosing, I know nothing of, am merely sending it, to give you an idea of the stethoscope.

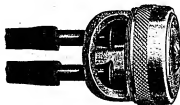
You will recognize in this a distinct innovation, and I trust I may enjoy your confidence as well as your advice as to its possibility.

I am most cordially yours,

O. L. Suggett

#12 Austin Ave.
Asheville, N.C.

The PERFECTION Stethoscope



Actual Size.

Price
Postpaid **\$5.00**

used on this scope. If unsatisfactory after a week's trial, money will be cheerfully refunded.

**F. C. ASCHBURNER, 2724 W. 16th Street
CHICAGO, ILL.**

The PERFECTION scope gives a clear, non-tearing sound. The heart sounds pass through the trumpets (shown in cut) from the improved diaphragm, and can be heard clearly through outer clothing, also the most delicate fetal heart sound can be heard clearly.

Folding binoculars are used on this scope.

ERVIKEN TER BUTTON



Actual size.

AMONG electrical experimenters the button has created a sensation. It is not uncommon to receive unsolicited letters like these: "I received transmitter button today and I wish to inform you that it works great and is the best I have ever seen or heard of for the price. I will certainly recommend it to my friends. I wish to thank you for your good service."

\$1.00
ppd.

"I have been using one of your transmitter buttons, and it has proved to be worth more than its value in my experimenting." "I received one (Transmitter button) some time ago, and they are just O. K. for experimenting." "I have been using one of your transmitter buttons for experimental work and it certainly lives up to all you say for it and then some."

AINS

are very low

75	Weight	6 1/2 lbs.
1.75	"	8 lbs.
1.75	"	10 lbs.
.36	"	1 lb.
.20	"	1 lb.
.20	"	3 oz.
.20	"	2 oz.
.10	"	1 oz.
with		
SR.....	\$1.50	12 oz.
.....	.36	6 oz.



Fig. 2

Mr. H. Gramack, editor of the magazine, also in the department, mid: "I received one (Transmitter button) some time ago, and they are just O. K. for experimenting." "I have been using one of your transmitter buttons for experimental work and it certainly lives up to all you say for it and then some."



Fig. 8

The same circuit connections apply to all experiments, regardless of how the transmitting button is connected. The circuit of the transmitter button operates on one or two dry cells. It is often supposed that two cells produce too much current and the sound is deafening. We recommend either one fresh cell or two used up cells. We have the utmost faith in our transmitter button. We guarantee anti-decay service or we will refund the purchase price. Here is a list of all the things you can do with it. If you're not satisfied, you receive your dollar back. That's fair. Send a 2c stamp for a copy of Booklet No. 4.

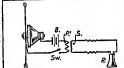


Fig. 3 Transmitter button inserted the same but with indicator bulb.

"Electrical Experimenter"
May 1919 - page 91

Mr Edison
Manacred

25 August 1919

Mr. A. C. Ireton
871 Mission St.
San Francisco, Cal.

4

Dear Mr. Ireton:

I plan to leave here on September 3 and, after stopping at various jobbing-points en route, to reach San Francisco on or about September 12.

Mr. J. W. Robinson will accompany me as I should like to have you become better acquainted with him.

We are visiting the west coast primarily as representatives of Thomas A. Edison, Inc., and in such contact as we may have with dealers, we shall act exclusively as factory representatives. I suggest that you arrange for a dealers' meeting in each of your territorial divisions, or perhaps two or three smaller meetings in each division. Mr. Robinson and I plan to remain on the west coast until about the 30th of September and we could prolong our visit a few days if it were necessary to do so in order to have several group meetings in each of the various territories.

I shall be prepared, on the occasion of our visit to the coast, to answer practically any questions your dealers may care to ask and to give them assurance, concerning the production of both instruments, records and Reproductions, which I think will be highly satisfactory. Therefore I hope that you will utilize this visit to the fullest possible extent.

It is my present intention to return by a northern route, stopping at Minneapolis and probably at Butte, therefore it seems to be advisable to finish in San Francisco and Los Angeles before going to Portland. However, such details as this are entirely up to you.

You will, of course, provide sufficient time for an adequate discussion with Mr. Robinson and myself of matters relating to Edison Phonographs, Ltd. There are various subjects involving the fiscal policy of your company which I think can be profitably threshed out at this time.

Yours faithfully,

Vice President

WM:FVB

P. S. Have you succeeded as yet in locating your Sales Promotion man? If so, the proposed dealer meetings will afford good opportunities to introduce him to the dealers.

August 27, 1919.

Mr. Bernard J. Hartley,
Box 15,
Haileybury,
Ontario, Canada.

Dear Sir:-

Your letter of July 23, unfortunately was
mislaid and has just turned up, on the subject of
boxes for Amberol records.

Mr. Edison is very desirous of avoiding mis-
understandings with other inventors, and usually does
not wish to look at an unpatented invention. However,
since you are one of our Dealers, we would make an
exception, but would ask you to first protect yourself
by writing out a description and making a sketch of
your device. This should be dated and signed by you
and two witnesses.

You could then send us a copy of the descrip-
tion and sketch, and we will let you know whether our
Engineering Department regards it as a feasible and
satisfactory device for our instrument. If you will
send the copy of the description and sketch to W.H.
Meadowcroft, Edison Laboratory, Orange, N.J., it will
be placed in the proper hands.

Yours very truly,

Edison Laboratory.

August 28, 1919.

Dr. O. L. Suggett,
12 Austin Ave.,
Asheville, N.C.

Dear Dr. Suggett:

Your letter of August 20th to Mr. Edison has been received. He wishes me to say that by means of a simple Bell telephone and a four-state audion, the sounds heard through a stethoscope could be recorded on a phonograph, at least, this is his opinion. He further wishes me to say that as he is experimenting on amplifying sounds, he will, as early as possible, try the experiment.

Yours very truly,

Assistant to Mr. Edison.

Mr. Sanborn:-

I have carefully run over the list of October
Amberol records and must say that it is the best list I have
listened to so far.

The run-outs are the biggest defect that I can find
but show a slight improvement over the last list. None of the
records were un-commercial on this list, but several had run-outs
that caused the music to sound quite false.

I also notice on this list that the labels on the records
do not seem to take the white lead very good, and in a large
percentage of the records the white was entirely wiped off which
makes the labels very hard to read. I think this matter should
receive your attention.

W. H. Miller

9-4-19

W.H.M.

✓
Copies to Messrs. Edison, Constable, Wurth, Hayes and Werner

Box 15

Halesbury
Ontario Can
Sept 4/19

Mr. Wm. Breadenroft
Edison Laboratory
Orange N.J.

John Constable
How about this -

Dear Sir

RE "RECORD BOXES" 

Yours of Augt 24th to hand.

You state in your letter that as I am a dealer
you will make an exception in my case,
please allow me to say that in my letter of July
3/19 I stated that I was a user of the Edison.

I am just an ordinary Mining Engineer.

In any case I am enclosing herewith a
rough sketch (not to scale) it is such that
it will be understandable & trust it will
be of use, the present boxes are far from
being perfect.

In my capacity as Field Engineer to a
Colalt Co., I travel over a large deal of Canada
& have noted that fully $\frac{2}{3}$ of the Ambrol
Record boxes in the houses & hotels
were lidless & consequently the records
did not get a fair show owing to
dust &c upon the surface.

Trusting my lid will rectify this.

I remain

yours truly
B. M. Hartley

CARL A. BARRETT, BUSINESS MANAGER
EDWARD E. WHITING, EDITOR

K

Sep 6 - 1919

~~They are now
tired and old
voices that become
little but they
are still
there
wherever you go
they will~~

777⁶

Master Arthur Mahoney, who has done the
great work for the Liberty Loan here, has created a sensation
here, has created a sensation here by his wonderful singing. I
heard of his voice was made a record of his
voice would sell his war. People returning from
the White Mountains who have heard of this
this summer are unanimous in their praise
of his singing.

Being identified with the newspapers the
newspapers here will publish stories
about his voice being put on your
phonograph should Mr. Edison decide to do
so.

A big concert will be held soon in Boston
Symphony Hall for the benefit of "Scotty"
a 15 1/2 year old newsboy who was
killed in the war. Matt Mahoney will
be one of the big features. This will mean
much publicity and that means something
when his voice will be recorded on
the phonograph.
I will greatly appreciate an early reply
to this note.

Sincerely,

Edward Keown, District
Libert, Louisiana

LOCAL PHONE 55
LONG DISTANCE 8882



G.P. TAYLOR, PROPRIETOR



WICHITA FALLS, TEXAS, Sept. 6th 1919.

Day of 100 to each room, 10% adv.

Thomas A. Edison, Inc.
Not leaving Keweenaw but all
arrangements made.

Gentlemen:-
Info of the order was
the Carbon black

I have a substantial
supply of natural gas situated
on large acreage which will
undoubtedly remain productive
for many years. The present
production is sufficient to
supply a carbon plant with
a daily capacity of 10,000 pounds.

Am undecided whether to
sell my production to pipe lines
supplying heat and light or to
use the gas for carbon making
am inclined to favor carbon
manufacture.

Many states have passed a law

LOCAL PHONE 53
LONG DISTANCE 9992



G. P. TAYLOR, PROPRIETOR

WICHITA FALLS, TEXAS.

19

on the future use of gas for carbon marking. The day of fine velvety gas carbon is or soon will be ancient history, so far as our domestic supply is concerned.

I am advised that manufacturers of phonographic records are likewise users of fine carbons, and if there is interest it may be interesting for some of your associates to contemplate the possibility of their association with such an enterprise.

I am going back soon to investigate possibilities in this relation and while there will be pleased to lay this matter before you if agreeable.

LOCAL PHONE 53
LONG DISTANCE 9592



D. P. TAYLOR, PROPRIETOR



WICHITA FALLS, TEXAS,

19__

Kindly address your reply
To St. James Hotel, Wichita
Falls, Texas.

Shall thank you for an
early response.

Yours very truly,
E. J. Farn

EXPERIMENTAL AND DEVELOPING ENGINEERING SERVICE
LABORATORY OF THOMAS A. EDISON.

TO:- Mr. T. A. Edison

REFER TO MEMO. # A2-366

SUBJECT:- Suggestion of B. W. Hartley

DATE:- Sept. 12th, 1919

REFER TO:-

FROM:- John P. Conable

I believe the suggestion of Mr. B. W. Hartley for the adoption of a transparent celluloid carton cover for cylinder records would not be warranted for the great majority of users of cylinder records. The cost would certainly be several cents more per record than the present top.

I am sending this suggestion to the Sales department as the transparent celluloid top might appeal to them as an accessory to be sold to people who file their records in the cartons entirely and have no regular filing cabinet.

JPC:GAF

John P. Conable
CHIEF ENG INGR.

Mr. Leonard:

Please let me know
what your idea about this is,
so that I can report to Mr. Edison
H. Halliday

9/12/19

Copies to:- file:

1935-2-1000-419

[ATTACHMENT/ENCLOSURE]

17 September 1919

Mr. Meadowcroft:

The suggested transparent celluloid cover for Blue Amberol cartons would not appeal to Amberola owners as an accessory for permanent filing of their records. The majority of owners would expect us to supply the extra cover gratis and would be averse to paying for it as an extra. I am told also that the celluloid would have a tendency to "buckle" and otherwise get out of shape. In addition, it is quite probable that the label on the record would become difficult to read through the celluloid cover, with the white filling wearing off from use and dust collecting on the cover itself.

I discussed this suggestion yesterday with one of our active Amberola jobbers and he was unable to see any possibilities in the idea.

T. J. Leonard.

TJL-GMM

J. D.

Explain to him
why our Engineers
do not think it
could be adopted

7855

Mr. W. W. Hartley

Haileyburg

Ontario,

Canada

7
September 12, 1919.

Mr. E. J. Farr,
St. James Hotel,
Wichita Falls, Tex.

Dear Sir:-

Your letter of September 6 has been received and brought to Mr. Edison's personal attention. He has read it with a good deal of interest and wishes me to say to you that when you are East, he will be glad to see you and have a talk with you about the matter. He wishes me also to say that we are not large users, but all manufacturers of records use the carbon black.

If you will call me up when you are in New York, I will make an appointment for you to meet Mr. Edison. New York is only about 12 to 15 miles from here.

Yours very truly,

25.

Asst. to Mr. Edison.

P.S.....Our telephone number is 6800 - Orange. Please ask for Mr. Meadowcroft.

By Ralph H. Allen?

THOMAS A. EDISON, INC.

CHARLES EDISON
Cousin
of the above

THOMAS A. EDISON
THOMAS A. EDISON

ORANGE, N.J. U.S.A.

September 15, 1919

OFFICE OF
VICE-PRESIDENT AND FINANCIAL EXECUTIVE

THOMAS A. EDISON PRESIDENT
STEPHEN B. MAMBERT VICE-PRESIDENT AND
FINANCIAL EXECUTIVE
G. H. WELLS VICE-PRESIDENT AND
GENERAL MANAGER
H. F. HALL TREASURER
J. W. HOBBS SECRETARY

Dear Mr. Mambert:

SEPTEMBER OUTLOOK

MUSICAL PHONOGRAPH BUSINESS

Cash Balance September 30th. \$125,000 ✓
Inventories (Decreasing) 750,000 ✓
Profits, September (Decreasing) 160,000 ✓

Profits:

Below is a forecast of Musical Phonograph Business profits for the fiscal year ending February 29th, 1920, based on the following manufacturing limitations:

	Average production per month		For the year
	\$		
Edison Phonograph Works	\$ 650,000		\$7,800,000
Disc Records	875,000 Records		8,100,000 Records
Cylinder Records	400,000 "		4,800,000 "

Year Ending 2/29/1920	NET PROFIT		Quantities
	Per Unit	Total in Dollars	
Grand Total	---	\$2,951,000	---
Total Records	.0302	\$ 391,000	12,900,000
Disc Records	.0208	169,000	8,100,000
Cylinder Records	.0459	222,000	4,800,000
Total Phonos. D & A.	17.50	2,560,000	159,000
Total Disc Phonos.	22.18	2,486,000	118,600
Chalet	2.03	48,000	15,400
Moderne (A-100)	2.03	14,000	7,200
Heppelwhite (C-145)	13.61	456,000	32,800
C-150	17.78	80,000	4,500
C-195 (Sheraton)	21.37	636,000	29,800
D-25 (Jacobean Oak)	35.08	97,000	3,000
Chippendale (C-250)	44.63	937,000	21,000
W-250	46.51	46,000	1,000
William and Mary	38.44	133,000	3,400
B-275 Inlaid	20.25	5,000	300
C-450 18th Century	24.37	5,000	200
Total Amberola Phonos	2.50	104,000	40,400
30	2.40	75,000	30,800
50	2.99	21,000	7,000
75	3.50	8,000	2,600

THOMAS A. EDISON, INC.

CHARLES EDISON
CHAIRMAN
OF THE BOARD



ORANGE, N.J. U.S.A.

OFFICE OF
VICE-PRESIDENT AND FINANCIAL EXECUTIVE

THOMAS A. EDISON
- PRESIDENT
- STEPHEN B. HANBURY
VICE-PRESIDENT AND
FINANCIAL EXECUTIVE
- E. H. WELSH
VICE-PRESIDENT AND
GENERAL MANAGER
- H. F. MILLER
TREASURER
- A. W. HENNINGSEN
SECRETARY

Mr. Hanbury:

- 2 -

September 15, 1919.

Sales to Jobbers - Decreasing:

September (Estimate)	\$1,200,000
Average per month (March-August)	1,356,000
Outlook for year ending February 29, 1920,	16,000,000

Dividends:

The dividend of \$117,065.05 disposing of last year's Income and Profits Tax Reserve not used, was paid on September 3rd. This makes a total of \$1,573,576.67 declared in dividends during the first six months of our fiscal year (March-August), or an average of \$262,000 per month.

September dividend is estimated at \$160,000.

Reduction in Capital:

During the month of August \$14,233.79 was paid in cash to the general treasury leaving the Capital an even \$1,500,000.

Unfilled Orders - Increasing:

The Unfilled Phonograph Orders increased since the first of September \$2,500,000, and now amount to \$10,275,000, or about 10 1/2 months Works Production (at \$650,000 per month). The total Unfilled Orders of the Musical Phonograph Business at the close of this month will run about \$12,000,000.

-----000-----

The information contained above is obtained from sources believed to be reliable, and in some cases is based upon estimates made up to the best of our knowledge and belief. Realizing that many improvements may be made we would appreciate any and all assistance which will aid in a nearer approach to exact truth.

Copies to Messrs. Thomas A. Edison, Charles Edison and William Maxwell.

September 19, 1919.

Mr. B. W. Hartley,
Halleyburg, Ontario,
Canada.

Dear Sir:

Your letter and sketch covering the suggested transparent celluloid cover for Blue Amberol cartons, came to hand. The same was brought to Mr. Edison's personal attention, and after consideration he referred it to our engineers and to the officials who have charge of the sales end of the business.

The suggestion has been discussed generally and also with one of our active Amberol jobbers, but the general opinion is that your idea could not very well be adopted.

The chief reason seemed to be that the majority of owners would expect us to supply the extra cover gratis, and would be averse to paying for it as an extra. Our engineers are inclined to think also that the celluloid would have a tendency to "buckle" and otherwise get out of shape. In addition, it is quite probable that the label on the record would become difficult to read through the celluloid cover, by reason of the white filling wearing off from use and with dust collecting on the cover itself.

We return your sketches herewith, and thank you for giving us an opportunity to look into the idea.

Yours very truly,

Edison Laboratory.

Ediphoned:24

LOS ANGELES, CAL.
407 E. FOURTH STREET

SAN FRANCISCO
871 MISSION STREET

PORTLAND, ORE.
48 FOURTH STREET



Portland, Oregon,

September 22, 1919.

Mr. Thomas A. Edison,
Thomas A. Edison, Inc.,
Orange, New Jersey.

Dear Mr. Edison:

In my trip thus far I have encountered nothing but optimism concerning the business future of the country and unqualified enthusiasm in regard to the future of the Edison phonograph. It seems to be quite generally recognized by western dealers that the Edison is destined to dominate the so called talking machine ~~field~~. The new cabinets are apparently accepted by everyone as being the finest in the furniture ~~class~~ of any phonograph or talking machine cabinets on the market, thus over coming the criticism which was formerly ~~being~~ against some of our cabinets.

At Denver we had a luncheon and meeting attended by twelve prominent Colorado dealers. At Los Angeles fifty dealers were in attendance at the meeting held there and at San Francisco forty two were present. Three more meetings are to be held as indicated by the inclosed circular letter.

Crop conditions are generally good in all the territory which I have covered, although there are some drought areas in the dry farming districts. However, Montana appears to contain the only extensive drought area. All of the territory west of the Mississippi seems to be on the boom. Land values are inflated and apparently no one fears or is making any provisions for the ~~deflation~~ that must sooner or later occur.

There seems to be growing a spirit of resentment toward radicalism and as the West was originally responsible for a good deal of the radical sentiment that now exists in this country, I judge that these apparent signs of reaction are encouraging symptoms.

The affairs of Edison Phonographs, Ltd. are in a very satisfactory shape. The work is handled with precision and dispatch and the service given to dealers is pronounced by them as exceedingly satisfactory considering the shortage of goods. A sales promotion man is needed in our Western Coast organization and I have impressed upon Mr. Ireton the importance of getting such a man in the near future, breaking him in this Fall and having him in readiness for

LOS ANGELES, CAL.
407 E. FOURTH STREET

SAN FRANCISCO
671 MISSION STREET

PORTLAND, ORE.
48 FOURTH STREET



(2)

Mr. Thomas A. Edison,
September 22, 1919.

next year. He prefers a western coast man but if he cannot find the right man within the next thirty days we shall furnish a man from our own force.

Yours sincerely,

W. Maxwell

WM:B

[ATTACHMENT/ENCLOSURE]

LOS ANGELES, CAL.
407 E. FOURTH STREET

SAN FRANCISCO
671 MISSION STREET

PORTLAND, ORE.
48 FOURTH STREET



Portland, Oregon,

September 16, 1919.

TO ALL EDISON DEALERS:

In order to make it possible for a greater number of Dealers and Dealers' salespeople to meet Mr. Maxwell, it has been found necessary to change the program previously announced:-

The program as now arranged will be as follows:

5:30 p.m. Meet Mr. Maxwell
6:30 p.m. Dinner and Conversation
8:00 p.m. Address by Mr. Maxwell
9:00 p.m. Open Forum

Those who have responded, who can bring additional salespeople, and those who have not responded who find that they can attend by reason of this change, will favor us greatly, if they will just mail a postal telling how many will come and to which meeting.

Portland - Hotel Multnomah, September 22
Seattle - Hotel Washington, September 25
Spokane - Hotel Davenport, September 29

We are pleased with the number of responses to our announcement, and the interest displayed. One Dealer writes that he will close his store so that all his salespeople may attend. Another that "we are to be congratulated" and "we are more than anxious to have all our salespeople hear Mr. Maxwell".

Come one--Come all--You want to hear the news. Mail a postal today, stating how many of your people are coming.

Yours sincerely,

EDISON PHONOGRAPHS, LTD.

DR. M. W. JENKINS
DENTIST
ROOM 7, HEDGE BLDG.
PHONE 2182
GRAND ISLAND, NEB.

Grand Island Nebr, 9/22/19

Thomas A, Edison, Inc;
Orange N.J.

Dear Sir,

The noises are due to a defect which we produce ourselves
but are now overcoming
I find the only talking point competitive machines have in comparison with an Edison is the surface scratching noise of the Edison. *It would be impossible to* I have been conducting a number of experiments and believe I can *get rid of the noises as they are recorded in* eliminate this noise. The reason of this letter is what *the disc itself* would Mr Edison give to eliminate this noise. If at all interested write and let me know,

sincerely yours,

Dr. M. W. Jenkins

7901



ABSOLUTELY FIRE PROOF
EVERY ROOM AN OUTSIDE ROOM
ELECTRIC, 320 WITH BATH
100 SINGLE ROOMS WITH BATH
EUROPEAN PLAN
RATES \$1.00 TO \$3.00

Another of America's Exceptional Hotels

MULTNOMAH HOTEL

GRANT SMITH & CO. OWNERS
ERIC L. HANSEN, Manager

PORTLAND, OREGON 24 Sept. 1919

Dear Mr. Edison:

Los Angeles is trying to become a manufacturing centre and the efforts of its citizens to boom the town - and incidentally themselves - are somewhat astounding to a person, who is accustomed to at least a moderate use of the truth. I enclose a Los Angeles newspaper clipping which is in point. Probably it is needless for me to say that I did not give anyone the slightest reason to suppose that we had any idea of establishing a factory in California. Furthermore, the subject was at one time discussed



Another of America's Exceptional Hotels

MULTNOMAH HOTEL

GRANT SMITH & CO., OWNERS

ERIC VANDERBILT, MANAGER

PORTLAND, OREGON

ABSOLUTELY FIRE PROOF
EVERY ROOM AN OUTSIDE ROOM
JACKETS, LOCKS WITH BATH
100 BATHS, BATHS WITH BATH
EUROPEAN PLAN
RATES \$1.00 TO \$2.00

2

by me or in my hearing. Nevertheless,
I dare say that Los Angeles real estate
operators will, for the next year or so,
claim that we are going to locate a
factory in that city.

I suppose that all booms
are based, more or less, upon hot air,
but I believe a little more of this commodity
is used on the West Coast than elsewhere.
I am afraid the re-action will be
correspondingly greater when general
business begins to slow up.

Our dinner and meeting here
were attended by fifty one dealers.
The dinner was concluded a little before eight



Another of America's Exceptional Hotels

MULTNOMAH HOTEL

GRANT SMITH & CO. OWNERS
ERIC V. JOHNSON, President

PORTLAND, OREGON

ABSOLUTELY FIRE PROOF
EVERY ROOM AN OUTSIDE ROOM
100 ROOMS, 500 WITH BATH
100 SINGLE ROOMS WITH BATH
EUROPEAN PLAN
RATES \$1.50 TO \$5.00

3

and the ensuing meeting lasted until about eleven thirty. On this trip I am not making any set "speeches", except a two minute introductory talk and a few "closing remarks". The rest of the time is given over to the dealers to ask questions, which I answer to the best of my ability. Thus far no "heckling" has been attempted, the interest is remarkable and I believe this is the best method of handling small meetings that I have ever tried.

Yours faithfully,
W. Maxwell

125) Qu Bois, Etc. Czech
Thomas A. Edison. Day. WE never

Orange & Blue Press.
have got the right singers for Czech
songs, but now that there is a Czech
Republic, and things will get
settled we intend to select
New Diamond Disc Phonographs.
some good singers & make
records. I have been only
in the West that can understand
it. Through Bohemia & Pat Froques
I think the people were
as my friend, Bohemian (Czech)
descent they would like to have
some of these songs and music on "the
New Edison". I have an attachment
to play other makes of Bohemian
records, but I am disgusted with
the reproduction. They give comfort
with "the diamond reproduction" and
as you make other nations such as
German, Italian Etc. I don't see why
you can't make Bohemian Disc records.

as you make them on the Edison
Cylinder Phonograph it doesn't
matter much to me but the old folks.
I would like to have them listen to
some of these songs Etc. on the Diamond
disc Records as there is no other
record that can equal it in any way
especially the sound.

Hoping you will make some of the
Bohemian Disc records and wishing you
the best of everything.

I remain yours truly.

Albert Panec

address

Albert Panec

Qu Bois,
Czech

Box 22

Sioux City, Iowa, October 4th, 1919.

Thos. A. Edison,
Orange, N. J.

Dear Sir:-

*Say that the records could be
made into a brass matrix & from
the matrix - Celluloid cylinder records
could be made These would be as*

I have been wondering if it is possible to transfer a cylinder record into a disc record. We have some old cylinder records of a child prodigy, who several years ago, at the age of seven, sang several operas in public and also accompanied himself, but these records are of the old cylinder type of the Edison machine, and we have been wondering if we could have them transferred into a disc, or in some manner reproduced on a disc record.

This child was a genius at both piano and voice, and we are very desirous of preserving these records. Could you give me some information relative to this matter - whether the transferring of a cylinder record into a disc is possible, and if this can be done, whether it would interfere or change the voice in any way?

I assure you that any information you may give me in regard to this matter will be very much appreciated, and thanking you in advance for the courtesy of a prompt reply, beg to remain,

Yours Very Truly,

901 "A" Nebraska St.,
Sioux City, Iowa.

Lucille Helen Hurley

9990

*good as disc because of loss in volume &
character of again transferred —*

S

October 9, 1919

Miss Lucille Helen Presbey,
991 "A" Nebraska Street,
Sioux City, Iowa.

Dear Madam:-

Your letter of October 4 has been received. In order to obtain disc records from the old cylinder wax records which you mention, three transfers would be necessary, and as a matter of fact there would be loss in volume and character of the records through these transfers.

The most practical thing to do would be to have a metallic matrix made of each record, and from this matrix collaloid cylinder records could be made, which are practically indestructible. These would be as good as disc records and would be permanent. This is rather an expensive proposition, as the cost would be from \$50.00 to \$75.00 for each record. This figure, however, would include half a dozen copies.

Yours very truly,

Edison Laboratory.

Ediphoned
25.

no.

UNITED STATES NAVY YARD
NEW YORK, N. Y.

October 9, 1919.

8007

My dear Mr. Edison:

I have not written you about the records for a long time as I have found that my work in getting clear of the ships we took over for the war involves quite as much work and in some ways is more aggravating than it was to take them over and fit them out. However, I have received the records regularly and made notes on them and will soon be able to send you my regular series of comments if you care for them. *to the phonograph again & Jim go to finish*

At this time for quad
I was talking to Mr. Miller about the accusations made and he told me the same thing that a motion picture man once told me when I complained to him of the generally rotten character of his motion picture plays, that Lizzie wanted such trash and as it was the Lizzies that filled the movie theatres, they had to give her what she wanted though they were all aware that as plays they were as rotten as I said they were. So if Lizzie wants jazz I suppose she will have to have it.

There seems to be a lot of variation in the surface of the records that I have received in the last few months, which I can't account for but probably you can. Some of them are as smooth and free from scratching as the old-time records and some others are terribly noisy. Pretty soon I will send notes in detail identifying this point.

Some of the records are too faint, I think, notably those by Vecsey's Hungarian Orchestra. A late record, Serenade in B flat minor by Rachmaninoff, is a most beautiful selection and beautifully played but is so faint that I can hardly hear it though my hearing is exceptionally acute. A previous record of a long time ago by Vecsey's orchestra called the "Millions of Harlequin" serenade is also very shadowy and also very fine although, of course, Vecsey's violin comes pretty near being the whole show.

I think that Lizzari has a voice that records exceptionally well. I have a late record with a song by her on

one side and one by Laurenti on the other that is a well-high perfect record, both of them.

There is a musical organization in New York that calls itself the New York Chamber Music Society, or some such name, that makes what I think is the finest music in the city. They have 1st and 2nd violins, viola, cello, string bass, flute, oboe, clarinette, French horn and bassoon, ten instruments in all, and each musician is practically the best on his instrument. It is run by a society of which a lady named Beebe is the head and I understand they pay their performers a hundred dollars a week for about eight months in the year. I do not suppose it would be possible to get a record from them but I can imagine what a delight a good, smooth reproduction would be.

I have built myself a phonograph cabinet and put in it a mechanism of the horizontally vibrating-needle type and have got me some records of Victor and Columbia make and of selections played by Kreisler and other great ones, of which I have the same selections on your phonograph, and when my musical friends come in I play them in comparison, which is a more effective argument than any words..

I have a friend who makes flute records for the Columbia. The other night I played him one of his records which sounded more like a tin whistle than a flute and then I played him one of your beautiful flute records by Moor, which was the real flute music right in the room, and asked him if he thought he had been treated fairly. He is a most accomplished flutist and he didn't have much to say.

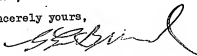
I hope that you have not lost interest in your phonograph and that, now the war is over, you will get back and make it so that every record will be perfect. Some of them are now and I am sure that you know or can find out why the others are not and apply the remedy.

The war business has been a hard ordeal on me and I am trying to get it out of my mind.

I mean to come down to Orange and have a talk with you which I think would do me good.

With regards and best wishes,

Sincerely yours,



Rear Admiral George E. Buel

Mr. Thomas A. Edison,
Edison Laboratory,
Orange, N. J.

Mr. Edison

D
1919 Photo

13 October 1919

E

Mr. Chas. Edison:

Re Western Trip

I left Orange on the 3rd of September and returned on the 9th of October. The following jobbers were visited:

The Phonograph Company, Chicago
Shultz Brothers, Omaha
Denver Dry Goods Company, Denver
Frontfit Sporting Goods Company, Ogden
Raison Phonographs, Ltd., San Francisco
" " Los Angeles
" " Portland

L. H. Luoker, Minneapolis

I did not understand there would be any dealers' meetings, except on the West Coast. However, the Denver Dry Goods Company arranged a luncheon, which was attended by twelve dealers from Denver and vicinity.

The attendance at the West Coast meetings was approximately as follows:

Los Angeles	50
San Francisco	42
Portland	51
Seattle	48
Spokane	62
	<u>253</u>

This means that, counting the Denver dealers, Mr. Robinson and I met 255 Edison dealers. The enthusiasm of these dealers was, to say the least, highly gratifying and encouraging. The meetings were conducted as "Open Forums", but there was no attempt at heckling, no "catch questions" were asked and every question obviously had behind it a sincere desire to profit by such information as I was able to give. So great was the interest that there was difficulty in bringing the meetings to an end.

The deepest impression which I received on this trip is that the Edison Company has an asset of incalculable value in the conviction of dealers that we can be depended upon at all times to act consistently in what we believe to be the best interests of the trade and that we are, without exception, fair, just and honest in our dealings. I should like to emphasize that this feeling on the part of dealers appears to be something more than the respect which a manufacturer of good repute usually commands.

There is at present a disposition to contrast our methods and policies with those of the Victor and Columbia Companies in a way that is favorable to us. Apparently there is a feeling abroad that

the Victor Company either does not know its own mind, or is preparing for some radical change in its method of doing business. The Columbia Company does not seem to be held in high regard by the dealers and when the Victor Company and ourselves are able to meet the demand for our goods, I am inclined to think there will be a marked decline in the Columbia Company's business.

Particularly significant of the attitude of dealers toward this Company are the following:

At Seattle, Mr. Kelly of Hopper-Kelly Company, old time "talking machine" dealers, who at one time were inclined to deride the policies and methods of this Company, made the following statement in the meeting to all of the dealers present:

"Since the armistice, the Edison Company has shown more enterprise and progressiveness than all of the other manufacturers combined and if it continues to do so, as it undoubtedly will, there is no question in my mind that in 1920 the Edison Company will dominate the 'talking machine' field."

Mr. Kelly is fitting up a new store, in which he is providing as much space for the Edison as for the Victor and Columbia combined.

Elgers Music House is another concern, which, in the past, has been inclined to ridicule this Company, but at Spokane Mr. Gus Elgers said to me:

"The Edison Company has been four or five years ahead of the times. We are just beginning to realize that its policies and methods have been right and we are for the Edison Company."

The attitude of dealers toward the Brunswick, Sonora, Pathe and Vocalion is that none of the four can become an important factor, but some of the dealers believe that possibly an amalgamation of Pathe and Brunswick might develop a line of goods that could take fourth place in the phonograph field.

While our dealers feel acutely the shortage of Edison Phonographs, their chief interest continues to be centered on the surface of the Disc Re-Creation. They have received enough smooth Re-Creations to make them feel that we can produce smooth prints and they are eager for a product of uniformly good quality.

They all seem to accept without question that so soon as we are able to furnish uniformly smooth Re-Creations, the New Edison will be incomparably superior as a merchandising proposition to any and all other makes.

I informed the dealers whom we met that increases in the prices of our Disc instruments would be necessary in the near future and gave them an idea of the increases we had in mind, viz., those which were discussed at our conference shortly before I went away, as follows:

Heppelwhite	\$155 to \$165
Sheraton	\$195 to \$200
Jacobean	\$250 to \$260
Chippendale	\$285 to \$290 or \$295
William & Mary	\$285 to \$290 or \$295
Sheraton (Inlaid)	\$300 to \$350
Louis XIV	\$300 to \$350
18th Century English	
(Adam)	\$450 to \$500
Italian (Umbrian)	\$450 to \$500

These advances were considered exceedingly modest and in favorable contrast with those recently made by the Columbia and Victor Companies. While there were some dealers who seemed to feel that, under present conditions, the public would pay practically any price that was asked and that manufacturers were justified in taking advantage of such a situation, a majority believed our attitude of restraint and moderation in the matter of raising prices would redound to the benefit of the trade and ourselves.

At the Portland meeting, a particularly interesting and significant episode occurred. I was asked several questions bearing on the best way to present various mechanical points in a sales talk to a prospective customer. I answered these questions to the best of my ability and then inquired of the dealer whether they thought the New Edison should be presented to a potential buyer in the same way that a washing machine or gasoline engine would be offered for consideration, or sold as a musical instrument on the strength of what it will do, with little or no emphasis on its various mechanical features. I drew several parallels not necessary to repeat in this memorandum and a vote was finally taken. The dealers who favored the use of "mechanical talking points" were in the minority and it was discovered that all of them handle other makes than the Edison, whereas the exclusive Edison dealers voted en masse against the use of "mechanical talking points".

I am sorry to say that I encountered very little enthusiasm about the Amberola line, and I do not think I was able to arouse much interest or enthusiasm. We told the dealers that we merely asked a fair show for the Amberola and that it would do the rest. In some instances there were assurances that more

attention would be given to the Amberola line and there were a few dealers who are already pushing the goods and having marked success. I am hopeful that the advertising campaign, which are starting this month, will revive interest in the Amberola.

We found that Mr. Ireton, at his San Francisco office, has developed what seems to be considerable perfection of detail in handling the business. Both he and Mr. Walker, his Credit and Office Manager, take a great deal of pride in the office system that has been inaugurated. Mr. Walker is said to be a very good credit man, but in going over the Past Due Receivables, I was impressed that perhaps he is a trifle too strict and so stated to Mr. Ireton. I recognise, however, that the shortage of goods is undoubtedly reflected in the Past Due Receivables and perhaps Mr. Walker is not too careful.

Neither Mr. Marshall, the Manager of the Portland office, nor Mr. Lovejoy, who has charge of the Los Angeles house, is a "detail man", but, as all of the books are kept and all of the credits made at the San Francisco office, they are not called upon to do any considerable amount of clerical work, although of course they must keep a record of the goods received and shipped.

Seemingly the greatest need on the West Coast is an aggressive Sales Promotion man. I feel that Mr. Ireton has perhaps unduly subordinated business getting to the internal organization of his office, although, under the conditions that have prevailed since he went to San Francisco, no particular harm has been done. However, the time is close at hand when we require a high-grade Sales Promotion man, similar to those whom some of the other jobbers are hiring. Mr. Ireton prefers to employ a West Coast man and I think he is right in this, provided he can get the right type of man. It was his idea that he wanted an Advertising man, rather than a Sales Promotion man. I disagreed with him on this point quite strongly and believe that his views are sufficiently modified to result in his employing a man who is primarily a Sales Manager, rather than an Advertising man. It was understood that Mr. Ireton would make one more effort to get a suitable man, failing in which we would furnish him a man--probably Mr. Callahan.

Mr. Ireton seems wholly to have overcome the bad effects of Pommer's regime, to be held in the highest respect by the dealers and to be giving as good service as it is possible to give under present conditions. Mr. Lippman, Vice President of the Wells Fargo Nevada National Bank, spoke in the highest terms of Mr. Ireton and said that the relations of his Bank with Mr. Ireton and Edison Phonographs, Ltd., have been of the most satisfactory character.

In previous correspondence, I have already touched upon

the remarkable spirit of optimism which prevails in the West. The reaction, in case of business stagnation, may be correspondingly acute. In talking with Mr. Lippman, Vice President of the Wells Fargo Nevada National Bank, and with the President of the Bank, Mr. Hermann, I called attention to the "bullish" sentiment which exists West of Chicago and told them that it caused us to wonder whether we were too conservative. I explained to them that our view of the situation was that some reaction was inevitable and that, while we did not know when the reaction would occur, it was our policy to limit as much as possible our investment in new buildings, etc., and to keep our assets in the most liquid form possible. We suggested that undue conservatism, while not so bad as excessive optimism, is nevertheless a fault in the management of a business and we asked them whether they shared the opinions expressed by other business men and bankers to the effect that farm lands will remain at their present prices and that there will be very little decline in the prices of farm products. They stated emphatically that they disagreed with these men and that they considered our attitude exactly the right one to adopt. Other remarks which they made indicated that they have a very good opinion of the Edison industries.

L. H. Lucker, at Minneapolis, was of the opinion that there will be some deflation in the value of farm lands and that there may be, within the next year, a diminishment of the prosperity which now prevails in his territory, but he believes that the growing prestige of the Edison line, when coupled with the additional sales effort by the jobbers and the factory, will more than offset the effect of any change for the worst in general business conditions. He expressed the opinion that our dealers' sales organization is much stronger than it used to be and that this will prove an important factor.

Roger V. Babson advised Alling, Manager of the Detroit Babson house, to order cautiously for next year as a severe reaction was inevitable and that, in his opinion, the Edison Phonograph business had reached its peak. Fearing that this might have some impression on F. K. Babson, I arranged a meeting with him upon my return to Chicago. Fortunately Mr. Roger Babson's views apparently had made no impression upon Mr. F. K. Babson and he agreed with me that, while there undoubtedly would be a reaction, no one could tell when it would occur and that it was foolish to mark time waiting for it. He furthermore seemed to feel that Lucker's opinion, as recited above, was probably sound.

Walter Kipp, of Indianapolis, was in Chicago upon my return. He seemed to be in a very pessimistic frame of mind, due to the shortage of goods and his belief that the quality of the Re-Oreations is not greatly improved. He admits that he has infected his entire organization with his own spirit of pessimism. It is unfortunate that he is President of the Jobbers' Association, as I believe that he conveys some of his feelings to other jobbers, although one jobber told me that no

one paid any attention to him. Naturally we all know that the shortage of phonographs is serious. As to the quality of Re-Creations, there is an admitted improvement and Mr. Lucker stated that recent shipments to him have been of very satisfactory quality.

As I believe I mentioned in my correspondence, there appears to be a marked revulsion of feeling in the West against Radicalism. A few years ago, there was a sort of smart Aleck attitude among Western men, which resulted in politicians vying with each other to see which could be the most progressive or radical. So far as I was able to judge, from my conversations with Western men on this trip, the West (excepting Labor and Socialist farmers, chiefly in the Dakotas and Minnesota) has grown tired of being radical and is likely to develop a deep-seated Conservatism. Apparently some of the Western Congressmen and Senators are not yet conscious of this change in sentiment and I noted considerable disparagement of Senators Johnson and Borah. Part of this was in connection with the League of Nations, but it seemed to be based chiefly on the conviction that they are too radical in their ideas on all subjects.

While Johnson naturally has supporters in California for the Presidency, there seems to be a feeling that General Wood is the logical man and in conversations with several ex-army officers, we discovered what appears to be a well defined movement among the head men in the American Legion to nominate General Wood on the Republican ticket. Inasmuch as the American Legion disclaims any intention of participating in politics, I do not know how this is to be managed, but one man, apparently a substantial sort of person, who is acting in the organization of the American Legion in the State of Minnesota, assured us that an overwhelming majority of the members of the American Legion would demand General Wood's nomination and that this would be the first test of the strength and solidarity of the soldier vote.

W. Maxwell.

WM-GMM

CC to Messrs. Edison, Lambert and Leonard.

McEdison
14 October 1919.

Mr. Chas. Edison, Chairman,
Board of Directors:

As you are aware, I have been working for some time on a bonus or prize money plan for salaried employees of the Musical Phonograph Division. I was able to complete the plan during spare moments on my recent Western trip, and submit, herewith, the following:

- (1) Explanation of plan
- (2) Manual of instructions
- (3) Drafts of various forms essential to the execution of the plan.

The size of the attached manuscript may create the impression that the contemplated method of procedure is unnecessarily involved, but I hope that this impression, if it arises, will not prevent an unprejudiced consideration of the plan, in the light of the objects which it seeks to accomplish and which are as follows:

- (a) To stimulate self analysis on the part of every employee affected.
- (b) To provide a method by which an employee's shortcomings can be identified with the underlying causes thereof, and a joint effort made by himself and ourselves to remove such causes and thus permanently correct his shortcomings.
- (c) So far as possible, to place criticism, of an employee, on an impersonal and judicial basis.
- (d) To provide an accurate and trustworthy index to each employee's ability, and automatically eliminate those of inferior ability or who possess important infirmities of temperament or character.
- (e) To create ultimately a condition where the intelligence, accuracy and general excellence of our work will be so noteworthy as to become a business asset to us with the trade and public - as our reputation for uprightness and fair dealing now is.

Our salary list for six months is less than \$75,000.00. Assuming that every employee earned the highest rating, which is not probable, the total prize money would amount to something less than \$25,000.00. As the prize money plan would replace salary increases, except in case of promotion, added responsibilities, or other unusual circumstances, something should be credited to the Prize Money Plan to cover the saving thus effected. I think that 5% of the total salary list (\$75,000 X 5% = \$3,750) would be a conservative estimate of this saving for a period of six months under present conditions.

In other words, the highest possible cost of the plan would apparently be \$21,250.00 for six months or \$42,500.00 for one year. More probably the total cost would not exceed \$12,500.00 for six months, or \$25,000.00 for a year.

When it is remembered that we have endeavored to keep our salary list at as low a point as possible and, perhaps, have paid lower salaries than are paid in many other places for a similar character of work, it can perhaps be argued, with some justice, that the distribution of \$12,500.00 in six months, when the business is prosperous, is not too great a reward for the exceptional quality of work which will be required from each of those who share in the prize money.

However, I believe that the principal point to consider is the advertising value of having an organization which becomes celebrated for its intelligence, good judgment, courtesy and accuracy.

I think very little comment is required in regard to the philosophy of the plan - if such a designation can be applied to the theory of its operation. It has been my observation that the bonus plans, with which I am familiar, have failed to accomplish appreciable results, when applied to salaried employees, other than salaried men or those directly identified with manufacturing operations. Furthermore, suggestion boxes and other means employed to encourage initiative, without cultivating the fundamental qualities upon which intelligent initiative must rest, while naturally producing some good ideas, seem to produce a great many half baked suggestions that are not only valueless, but also distract the authors thereof from their own work and provoke discouragement when not adopted. Accordingly, in the proposed plan, I have endeavored to emphasize the importance of perfection of detail in each employee's work, rather than to promote immature recommendations and suggestions on other subjects. Nevertheless, the plan, if adopted, will be administered consistently in a way to encourage initiative and reward imagination.

If the plan is adopted in the Musical Phonograph Division, I believe it could be operated for six months, as an experiment, without arousing jealousy in other Divisions, and if it is true, as charged in some quarters, that in the main we pay lower basic salaries than other Divisions, I judge that some weight could be attached to such circumstances.

In order that there may be no ground for suspecting that my recommendation of the plan (or some adaptation of it) is influenced by the expectation of personally profiting thereby, I wish to say that I have made no provision for my own participation as a beneficiary.

In submitting the plan I must remark that I have not yet corrected it in final critical detail, as I believe its present form permits an intelligent decision, which if favorable, will naturally be followed by a careful review of every phase of the plan, with those who will be concerned in the administration thereof. Meanwhile it is probably advisable to admit no more persons, than necessary, to acquaintance with the matter.

W. Maxwell.

CC to Messrs. T. A. Edison and G. B. Lambert.

[ATTACHMENT/ENCLOSURE]

Maxwell-

Principal point in your plan
is that "It finds out the dead ones"
+ Eliminates them substituting higher
types - + if the people who have
charge of keeping the plan in
operation attend to it continuously
in the future, it will be a fine
Experiment to try -

Edison

Is there money a percent
of total salaries + what %
this I do not recall
defined -

[ATTACHMENT/ENCLOSURE]

D
1919 Phono

file

17 October 1919

Mr. Edison:

Referring to the attached, I wish to say that my idea in connection with the prize money plan is this:- If an employee, who is getting \$2000 per year, earned a Class "A" rating during a period of six months, he would receive a prize equivalent to $23 \frac{1}{3}\%$ of his salary for such six months--in other words, \$333. If he earned a Class "B" rating, he would receive 20%, or \$200. If he failed to ^{earn} receive either a Class "A" or a Class "B" rating, he would receive nothing in addition to his regular salary. Therefore, the amount of prize money to be paid out would depend entirely on the number of people who earn Class "A" and Class "B" ratings and the salaries which they respectively receive. I feel that a prize ^{Equivalent} of $23 \frac{1}{3}\%$ of his salary is not too high for an employee who earns a Class "A" rating and that 20% is probably not too high for one who earns a Class "B" rating.

If the plan is adopted, I shall assume personal responsibility for its faithful administration. I should certainly not want to see it fail because improperly handled and am willing to give all of the time necessary to the supervision of its performance. Whatever time this takes from my regular work can be compensated outside of office hours.

W. Maxwell

WM-CMM

W. Maxwell

PROF. BERTRAND DE BERNYZ

Voice Specialist

TEACHER AND IMPRESARIO
OF DISTINGUISHED ARTISTS

55 WEST 72D STREET
NEW YORK

Thomas Edison, Esq.,
East Orange, N. J.

Dear Sir:-

A few years ago I had the pleasure to have a personal interview with you and you were so kind as to experiment on my own and my pupils voices and in regard to pure tone production. At this time I had the opportunity to learn, that you are the greatest living voice scientist and judge of voices that you even detect false tones by our greatest acknowledged artists what is really a fact.

You were so kind to invite me to call again and bring you other voices who can show that the perfect pure tone production is not only a matter of accident it is only a matter of knowing how, based upon proper breathing properly applied. In these years that I have not seen you I have made deeper researches on the subject of pure tone production which resulted in the invention of "The Health Thermometer and Oxygen Indicator" U. S. Patent No. 129930 C, and in the second invention which I called "Instantaneous Voice Reproducer" Patent of which has been granted just lately. The object of the second invention is to provide an instrument that enables a performer to hear, simultaneously with the production of the sound the identical sound and effect as heard in the auditorium, it is an electrical device which produces simultaneously without any records,

You as original inventor of the phonograph will be scientifically interested in the two inventions mentioned. I would be delighted if you would grant me a personal interview to talk matters over and to let you hear a child of ten years producing pure tone without any physical interference this child sings four octaves sings Operatic Arias from "Traviata, Muzenots, Martha, etc" she will also demonstrate that she masters the art of pure tone production which even greatest artists fail to do critics have proclaimed her a second Patti. I am sure that you will be very much interested to hear this girl.

In the meantime I also found a sure way to develop the male falsetto tone in a full Tenor robusto without physical efforts and also the demonstration on this will interest you. By a personal interview you sent me would like to bring this child and will make the other demonstration I promised.

8024

13
Say anytime -
to suit his convenience
but use phone to 6:15
Oct. 14th 1919.
Since I will be here

• TELEPHONE COLUMBUS 3588

PROF. BERTRAND DE BERNYZ

Voice Specialist

TEACHER AND IMPRESARIO
OF DISTINGUISHED ARTISTS

58 WEST 72D STREET
NEW YORK

Knowing that you are extremely busy I would deeply appreciate
an interview, awaiting an early reply, I remain,

very truly yours,

F. S. Kindly make an appointment a week or so ahead as I
am very busy in my studios.

M. M. P.
Asst & Sec'y

Put in Envelope

Personal —

Maywell —

Think you should immediately
present Cost Cylinder Record
we have reached a high point
Cost of efficiency & its
going to be higher & a still
further reduction in Cost
All this with a view
of making a reduction in
list price to increase
Sales —

Edison.

[ATTACHMENT/ENCLOSURE]

5
1919

Phon.

file

15 October 1919

Mr. Edison:

Referring to the attached memorandum, I wish to say that I have discussed the matter at length with Mr. Sanborn, who states that he believes it will be possible to reduce Blue Amberol manufacturing costs to a point where the record can be billed to the Musical Phonograph Division at 10¢. Mr. Sanborn is of the opinion that this reduction can be accomplished by July 1st of next year, provided we are able to give him Production Orders for at least 500,000 records per month. Our orders for Blue Amberol records from January 1st to October 1st of this year have been at the rate of 385,000 per month, an increase of approximately 25% over the same period in 1918. Unfortunately not all of this increase is reflected in the jobbers' sales and many of them feel that they are at present over-stocked on Blue Amberol records.

We are endeavoring to increase our sales at the present price to 500,000 records per month and if we were able to establish a list price of 45¢ (our present list price is 60¢), I am confident we would have no difficulty in selling more than 500,000 records per month. However, I do not believe that a reduction to 50¢ would result in materially increased sales, except possibly in Canada, and the increase in Canada would probably not exceed 15,000 records per month.

If Mr. Sanborn can reduce his manufacturing costs to 10¢, we can sell at 45¢ list and, after deducting all other items of expense, show a net profit of \$.04 per record, against \$.049, our average profit per record during the past six months. If this

[ATTACHMENT/ENCLOSURE]

-2-

reduction in the selling price resulted in our being able to sell 500,000 records per month, our net profits on Amberol records would be increased from about \$19,000 per month to about \$20,000 per month. However, the matter should not be judged from this standpoint alone. There are at least two other vital points to consider:

One is that a 45¢ Cylinder record would probably work a substantial increase in our sales of Amberola Phonographs and tend to lower the manufacturing costs thereof--which are now so high that they throw us into a loss on several models.

The other point is that our Cylinder Phonograph business is in serious danger of drying up, unless something effective is done to promote its sale. This danger is largely the result of neglect on the part of our jobbers and dealers, who say in effect:

"The country is so prosperous that anybody, who will buy a Phonograph at all, will buy a Disc. Certainly you don't expect us to insist on selling a man a \$41 Phonograph, when we can get him to buy a \$285 model."

Needless to say, the foregoing conclusion is based on a false premise, since there are many people who will pay \$41 for a Phonograph, but will not, or cannot afford to, buy one of our Disc instruments. However, the attitude of the dealers makes it difficult to arouse any considerable enthusiasm in regard to the Amberola line and, as a consequence, we have been forced to adopt advertising as almost the only practicable means of promoting Amberola sales. In other words, it is difficult to get dealers to put forth constructive sales effort on the Amberola line and seemingly the most effective thing we can do is to endeavor to bring Amberola business to their stores by advertising. At the

[ATTACHMENT/ENCLOSURE]

-3-

present time we are making a 4% advertising allowance to about 1200 Amberola dealers. The jobber makes a similar 4% allowance and the dealer spends another 4%. This means that for every dollar's worth of Amberola goods purchased by these dealers, 12¢ is spent in advertising. These advertisements are run in the dealer's local paper, over his own name. The campaign is just starting and we hope it will be successful. In addition, we have started a campaign in a selected list of publications, which have shown the best results for Babson. These are cheap papers, such as "Comfort", which circulate chiefly in the country and in small towns. This campaign also is starting this month.

We have a few jobbers, who genuinely endeavor to push the Amberola line, but a majority of them do not. However, I think we have discovered a way to insure that every jobber will give better attention to the Amberola in the future. We propose, on or about January 1st, to inform each jobber, who in our opinion is not giving proper attention to the Amberola, that we intend to place our own man, or men, in the jobber's territory and charge the salary and expense to the jobber, in order to correct the latter's neglect of the Cylinder line. To prevent this action on our part, I am quite sure that the jobbers, who are now neglecting the Cylinder product, will, for a time at least, give it better attention.

When we reduce the price of the Cylinder record, I believe that we ought to rebate our jobbers and dealers in some form or other. There are probably 3,000,000 Blue Amberol records in the hands of jobbers and dealers. When the Victor Company

[ATTACHMENT/ENCLOSURE]

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out the prices of "Red Seal" records in half, it presented each jobber and dealer with a quantity of "Red Seal" records, equal to the quantity which such jobber, or dealer, had in stock. If we followed the principle adopted by the Victor Company, it would be necessary for us to give away one record for three--in other words, an indicated total of about 1,000,000 records. We at present have in stock approximately 400,000 Blue Amberol records, returned on the return allowance, which are carried by us at no value. Giving away these 400,000 records would, theoretically at least, cost us nothing, except for handling, packing and freight--and possibly the United States Excise Tax of \$.01 per record--which would make a total per record of \$.0344, or \$13,760 for 400,000 records. The remaining 600,000 of the estimated million records would cost us, including royalties, moulds, sales expense and all other expense (including Excise Tax, if charged by the Government), \$.1631 each, or \$97,860. This would make a total expense of \$111,620, representing about 5 1/2 months profits on our estimated Blue Amberol sales.

It can, of course, be argued that it is not necessary for us to rebate jobbers and dealers when we reduce prices. We could arrange some kind of a return allowance, under which their Blue Amberol records could be returned, but such a plan would require a long time to clean up stocks and would result in a great deal of dissatisfaction, particularly in view of the method which the Victor Company adopted when it reduced its prices on "Red Seal" records. It is of great importance for us to make our jobbers and dealers feel that it is safe to carry large stocks of our

[ATTACHMENT/ENCLOSURE]

-5-

goods, and I don't think we can afford to do anything that would cause them to be afraid to stock Edison merchandise.

If we reduce the price of the Amberol record, I believe that we ought to change its color, as it is very important that the trade and public should not get the idea, as they have in the case of the Victor Company, that we were able to reduce prices, because we had been making extortionate profits. I believe that a new color would have the psychological effect of making people feel that we had produced a new record, which was cheaper to manufacture than the old record. Unless we are able to satisfy the trade and public that the reduction in the price of Amberol records is due entirely to economies in manufacture, which cannot be effected in connection with our Disc product, the result might be quite unfavorable. Mr. Sanborn suggests, in harmony with this thought, that it might be advisable to withhold the new method of "backing" until the new colored record is brought out.

Our recommendation is that we lay our plans for a reduction in price about July 1st, meanwhile continuing our present efforts to increase sales, in the hope that we can reach 500,000 per month, at the present price.

W. Maxwell.

WM-GMM

P.S. If we reduce the price of our regular record to 45¢, the present \$1.00 record should probably be reduced to about 75¢.

COLUMBIAT
ORAPHONOLAS
TELEPHONE
QUEEN + 384

NEW EDISON
DIAMOND + DISC
PHONOGRAPH
EDISON AMBERLAD
(CYLINDER)

PHONOGRAPH SHOP LIMITED

167 Sparks Street • Booth Building
OTTAWA • CANADA

Oct. 16, 1919.

Thomas A. Edison, Esq.,
c/o Thos. A. Edison, Inc.,
Orange, N.J.

Dear Mr. Edison,-

No doubt among your many admirers you will not remember me. I have been associated with the R. S. Williams & Sons Co., Limited, Toronto, Ontario for the last thirteen years and have been in charge of their Ottawa branch since its opening in 1914. I enlisted in the early part of 1916 and have only just returned to Canada after three and one half years service as Lieutenant with the British Navy and have now taken up my old job as Manager of the Phonograph Shop in this city,

I want to say how pleased I am to be back again in Canada to assist in the work of re-construction. After the long and terrible time spent in destroying life and property, it is an added pleasure to know and feel that I am once more associating myself with the "New Edison Phonograph," a product that is a blessing to the owner and a most powerful adjunct to the home.

My kindest regards and best wishes that you may be spared to "carry on," I remain

Yours truly,

Arthur Mandry

AM/S

8070

October 17, 1919.

Prof. Bertrand De Bornys,
No. 58 West 72nd Street,
New York City.

Dear Sir:-

Your letter of October 14 has been received and has had Mr. Edison's consideration. He says you may come over at any time that will suit your convenience, but telephone before coming, so as to make sure that he will be here. The telephone number is 6800--Orange, and you will please ask for Mr. Meadowcroft.

Mr. Edison cannot make definite appointments for a future date, as he never knows whether or not his experimental work and business affairs may call him away at any time.

Yours very truly,

Edison Laboratory.

MEMBERS

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DIRECTOR

THOMAS CARLESS

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WILLIAM T. NAGE

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JOHN EDWARDS

COUNTY SHERIFF

Paterson, N. J., October 17th., 1919.

Hon. Thomas A. Edison,

Llewellyn Park,

West Orange, N. J.

My dear Mr. Edison:

I have been reading a great deal recently

of light houses or our coast and the protection afforded by them to mariners and ships in case of fog, and at night.

With the utmost confidence in your inventive ability, it occurred to me that it is within your power to construct a phonograph of sufficient intensity of sound to warn mariners of danger by announcing the exact location of the light house, as for instance, "Rocky Point", or wherever the danger point may be.

Yours very truly,

Thomas Carless

Mangold St.,

Haledon, N. J.

8104

Filed 11/1
October 20, 1919.

Mr. Edison:

I called on all of the Music Publishers and Second-Hand Book Dealers in Boston that are shown on attached lists furnished by Boyd's City Dispatch, and also eight publishers and two book stores which were not on the lists, with the following results:

Of the 33 publishers, only one, namely, White Smith Music Publishing Co., have any music published prior to 1900. They are at present moving and will furnish us the music when removal is completed, at 5¢ a copy, one of each of the songs published by them prior to 1900, and no duplicates. They think there will be between 2500 and 3000.

With the exception of those on Cornhill Street, the Second-Hand and Antique Book Stores in Boston are really high-class book stores and carry no music whatever. At the several stores on Cornhill Street, I secured about 750 or 800 copies, at \$7.00 for the lot.

While the volume of music secured in Boston is small, I feel convinced that I have covered the field there and no more of the music we desire is to be had.

H. M. Meadows

October 23, 1919

Mr. Arthur Mandy,
Phonograph Shop, Ltd.,
167 Sparks Street,
Ottawa, Canada.

Dear Sir:-

I have been much interested in reading your kind note of October 16, and am glad to learn you have come safely through the perils of warfare and that you are now back in the phonograph business.

I am sure that the change from destructive to constructive work must give you much satisfaction and pleasure, and I trust you may be able to continue therein for many years.

With all good wishes for your future, I remain,

Yours very truly,

~~Document~~
Say its been tried but so
far has never succeeded
of believe it will be made
practicable some day

Sharon, Penna.
October 25, 1919.

Mr. Thomas A. Edison,
West Orange, N. J.

Dear Mr. Edison:

With the object in view of extending the use of the Ediphone to the blind, and those whose vision is so badly impaired that they cannot read, I would ask if it is possible to make records on waxed paper, or some other suitable material, that could be run from a reel thru the Ediphone. If this thing were possible, or some method was devised whereby the blind were given access to a greater variety of reading matter, it would be of great advantage to them.

I thank you for your cooperation, and would say that I am writing you in the interest of those as unfortunate as myself, and would appreciate a reply from you.

Yours very truly,

R W Morgan

Dr. R. W. Morgan,
477 Silver Street,
Sharon, Pennsylvania.

8124

Say that glass
only improves slightly
not enough to warrant

Lafayette, Oct. 26, 1919

To use
Mr. Thomas A. Edison

Dear Sir.

I cut a little clipping out
of the Journal stating
that a glass lens would
greatly improve the
tone of a Photograph.

I have had 8 Photographs
in my days the first
was in 1895.

I just sold my \$250.00
Chippendale and will
be in the market for
another

Yours truly,
J. J. Harker.

8114

October 29, 1919.

Mr. Thomas Carless,
Wingold Street,
Halodun, N. J.

Dear Sir:-

Your letter of October 17 has been brought to the attention of Mr. Edison, who wishes us to say that some application of the phonograph to lighthouses has been made. A phonograph calls out the name of the lighthouse on the wireless telephone, and ships hear the names when they are equipped with the proper apparatus. This has been in vogue for some time.

Yours very truly,

Edison Laboratory.

Ediphoned

ES.

H

October 30, 1919.

Mr. J. J. Bathe,
#317 N. Tenth St.,
Lafayette, Ind.

Dear Sir:

Your letter of October 26 has been received, suggesting the use of a glass horn for a phonograph. We experimented with a glass horn many many years ago, and found that the improvement was only very slight and not enough to warrant the use of glass for a horn.

Yours very truly,

Edison Laboratory

Ediphoned:24

P

October 31, 1919.

Mr. Albert Panso,
Box #22,
DuBois, Nebraska.

Dear Sir:

Your letter of September 30 was received and submitted to Mr. Edison. He wishes us to say for your information that we never seemed to have gotten the right kind of singers for Czech songs, but now that there is a Czech Republic and things will probably soon be settled, we intend to select some good singers and make records.

Mr. Edison says that he has been all through Bohemia and also visited Prague, and he thinks the people were of a very high type.

Yours very truly,
Edison Laboratory

Ediphoned:24

F

November 5, 1919.

Letter to

Dr. John M. Finley,
President State Educational Department,
Albany, N. Y.

Dear Dr. Finley:

I learn from Mr. P. R. Hawley, our
Albany representative, that he visited you recently with a view
to securing Chancellor Hall for a Tone Test Recital on January
7, 1920.

Mr. Hawley fears you may have the impression
that a Tone Test Recital is ~~strictly~~ a commercial proposition.
On the contrary we insist that a Tone Test be presented with
absolutely no appearance of commercialism. It is strictly
a scientific comparison and is really more novel and education-
al than an ordinary concert program.

Hope it may be possible that
I will greatly appreciate it if you can arrange to
let us have Chancellor Hall for a Tone Test Recital on January 7.

file - memo

p

Portland, Ore. Nov. 6.
656 Glisan St.

Mr. Thomas A. Edison,
Orange, N.J.

Dear Sir:-

It is with pain that I write this letter although I feel that something should be said by way of protest. We who have invested our money in the New Edison naturally feel embittered at the taunts being flung at us. "Yes, the New Edison is all right but you have few artists and what you have produce almost nothing". I would mean nothing to me if it were not true. In your last letter to me you stated that you had 75 per cent of the artists. That is certainly not true now. Where are your violinists? Spaulding seems to be the only one left, excepting Joel Belov, and he is producing nothing. All seem to have one or two records to their credit and have passed out of sight. Is Frieda Hempel going to suffer a similar fate? How about Emma Destinnova and Lucretia Bori. During the war we expected little and that little we got and are satisfied, but there is an undercurrent of dissatisfaction among most Edison owners now, we are not dealing in futures any more, we expect you to produce. Your committee who decides on what records are to be made is at fault and seriously.. The proportion of good music to Jazz band and similar rot is entirely too small. I feel that in expressing myself thus I am but conveying the sentiments of music lovers generally.

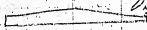
Sincerely yours

John J. Putnam

Mr. Edison-

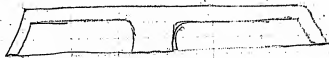
As you know we are sticking
thin Strippings face down on sub-
master blanks. The sticking dope
is O.K - never had one to leak
yet, but the sub-master blanks warp
and in consequence our molds
do not come out perfectly flat,

and depressions in the mold may
cause a pocket to trap gas
during the printing operation causing
poor prints. As a matter of fact

I have been following this point up
very closely and find that by turning
the backs of the mold slightly convex
the  .003" we seem to get better
results - I presume because the
pressure is exerted from the center
outward, giving the gases a chance

to escape toward the edge of
the record.

As I said before we are pasting
strippings on sub-master blanks be-
cause they were the most convenient
things at hand, but I feel that
we should have a more suitable
mount. I have in mind a
pressed glass mount, carefully annealed.

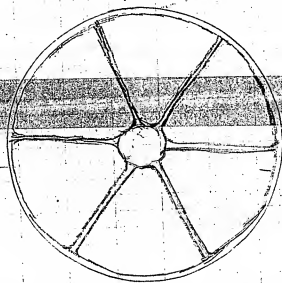
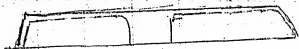


with the top surface ground to
a plane surface. - Such a mount
made from pressed glass is inexpensive
- will not warp and is clean

May I have your advice on this?

Nov 7/29

Yours
L. J. C.



Pressed glass - rubbed for
minimum weight - maximum
strength - Top surface ground
to a plane

P919 Phon.

Telephoned

11/18/19

Walter Miller

I want to see you next
time you come to Lab
about making a record
of every musical instrument
on Disc —

I want the whole scale
of the instruments, going
as low & as high as they
can. I will make metallic
recorder. Think 2 discs
will do & get them all on.
I want to see you to make
further explanations. E. L. Ross

8279

Eugene, Ore. ^B
11/18/99.

Mr. Thomas A. Edison,

Dear Sir:

^{The reason wood was chosen was that it is so desirable to prevent it expanding & contracting. Certain notes commonly samplefy in certain records. These in Edison records for aphonos must play all records without no loaden horn will do.}
with this letter two copies of an ad. that I wrote for the "New Edison," one appearing in the Eugene Evening Guard Saturday evening, Nov. 15. and the other in the Morning Register on Sunday Nov. 16, last. With them I am sending a Brunswick ad. that is running in each of the above named local papers. It will explain why I emphasized the non-vibrating metal horn so strongly in connection with the statement that the New Edison is the only one that can stand the public tone test. I marked the part that Mr. Morris, your local agent, added to my composition. The Brunswick and Chenep are our strongest competitors here. The Chenepunk ad. similar to the Brunswick, and I have become "fueved" at their false

statements about their wonderful, (?)
rare (?) wooden horns built on such
modern acoustic principles, and how
they can play the Edison records as well
as the new Edison itself. They are say-
ing they could give a tone-test too
like the Gardner-Lyman test here.

I am working for Mr. Morris here and
would like to get a position directly
connected with your organization.
I have pretty well absorbed the Edison
Sales Manual and Edison ads, also the
article in a technical magazine several
years ago by an Eastern engineer con-
cerning the different styles of phonograph-
ic reproduction. I worked a short time
two years ago for Mr. Lucher, Minne-
apolis, Minn. and last year after
discharge from an Army camp for Mr.
Morris here. Through the summer
goods were scarce so I got sales work
with a local auto firm and went back
to Mr. Morris at the time of the tone-test.
I was raised on a farm in Minn 34 years
ago. Had pneumonia three times so was
weak-lunged, but I delighted to hunt so

my parents let me spend all my spare time
in the woods and fields. In this outdoor life
my senses of sight and hearing became
very acute and I was the most successful
young hunter in our vicinity. At seventeen
I went with my family to Western N. D. on
a ranch and there, breaking sod, jumping
cows and following our grey-horned pack
after wolves, I became very strong. My
brother and I were mechanical and brood
our own horses, welded and tinned our
own tools and implements. At this time
we had a family male quartette. My par-
ents were both musical and my sisters
and two brothers all inherited their gift.
Leaving Dakota I spent two years at
Carleton College, Minn., studying voice
under Edward Strong, the best tenor I
ever heard, bar none. He won the po-
sition as tenor soloist in the Fifth Ave.
Presbyterian Church, N. Y. in competition
with forty-six tenors and held it as
long as he chose - about ten years.
I sang first tenor for two years in a
Glee Club under Mr. Strong and never
missed a concert. Once I tried to get off
but he said he positively could not
spare me as he depended on me more
than any one else to keep the club on

pitchy. I also did solo and duet
work in the college choir of fifty voices.
I am at present 34 years old, single,
a Christian and member of the Method-
ist Church. Never have used intoxicants
or tobacco in my life and live clean.
I am an exacting and keen musical critic
and can prove to you that several Edison
records ought never have been put on
sale, unless all our instruments fluctuate
in playing. One or two are by Middleton
and Cade, too, whom I greatly admire.
If you can use me in any capacity
please write me if I can come about Jan.
10th. next. If you want me sooner,
wire me at my expense and I'll get
Mr. Morris to let me go, at once. I
have had an ambition to work for you
for a long time and will be willing to
work wherever you can use me.
Whether I come or not I'll always fight
for the "Phonograph with a Soul."

Very Truly Yours,

John B. Bearolsley

939 E. 20th. St.

Eugene, Ore.

P.S. - Mr. Torgans may remember me. I had a good
talk with him. J.B.B.

[ATTACHMENT/ENCLOSURE]

The
Brunswick
ALL PHONOGRAPHS IN ONE

Music Lovers Choose the Brunswick

Music lovers choose the Brunswick Phonograph to play their favorite records, for it plays all records at their best.

The Brunswick Method of Reproduction makes this possible. It consists of two outstanding, exclusive features—the Brunswick Ultona and the Brunswick Tone Amplifier.

The Ultona

The Ultona is a scientific creation which enables one to play all records with faithful regard for the requirements of each make. It is not in any sense a combination contrivance, but involves a fundamental principle of sound reproduction.

Now is the Ultona a complex mechanism. By a slight turn of the hand it is adapted to any make record, instantly supplying the correct position on the record, the proper needle and diaphragm and the precise pressure or weight necessary to play that particular record.

The Tone Amplifier

The Brunswick Tone Amplifier is another improvement of fundamental importance. As the name implies, it *amplifies* the tone, making it richer, sweeter, truer.

This vibrant tone chamber, constructed entirely of moulded hollywood, free from metal, provides the requisite resiliency that unfolds and projects true tone. Like a fine violin or the sounding board of a piano, it complies with the approved laws of acoustics.

Hear the Brunswick Before You Buy

One hearing of this remarkable instrument is enough to convince the most critical music lover that here is the final type phonograph.



Laraway Music House

The Friendly Room, Opposite Laraway's Jewelry Store

[ATTACHMENT/ENCLOSURE]

Saturday Evening, Nov. 15, 1919.

THE B



What kind of wood is used in the horn of the new Edison Phonograph?

This question has been asked us since the Gardner-Lyman Tone Test Recital in this city on October 29 last and we wish to make the following statement to the public, and especially to those who heard the Tone Test: No wood is used in the construction of the New Edison except in the beautiful period cabinets which encase the mechanism. Genuine mahogany, quarter-sawn white oak and American walnut are used exclusively in these cabinets. The entire tone arm and horn are made of heavy non-vibrating metal. Why? Because the purpose of a phonographic horn is not to produce tone, but to conduct and amplify it, and Mr. Edison, the great wizard of invention, has proven conclusively in his wonderful laboratory and by actual test before the public, that non-vibrating metal as used in the New Edison is superior to the various woods that are used by the scores of talking machine manufacturers in the construction of the amplifying horn. Edison used the wood ^{some ten years ago} and discarded them for the metal horn. The material used in the diaphragm of the New Edison reproducer was selected after careful tests of 2,400 different materials and its composition is known only to Mr. Edison and his experts. The genuine diamond needle point is guaranteed for the life of the instrument—no needles to change.

Remember the New Edison had a non-vibrating metal horn and is the only phonograph which has stood the acid test of the direct public comparison with the living human voice and the violin. Come in and hear the Phonograph With a Soul—The New Edison. It plays all records.

MORRIS MUSIC HOUSE

912 Willamette Street.

[ATTACHMENT/ENCLOSURE]



What Kind of Wood Is Used in the Horn of the NEW EDISON PHONOGRAPHS?

Q This question has been asked us since, the Gardner-Lyman Tone Test Recital in this city on October 29th last, and we wish to make the following statement to the public and especially to those who heard the Tone Test: No wood is used in the construction of the New Edison except in the beautiful period cabinets which encase the mechanism. Genuine mahogany, quarter-sawed white oak and American walnut are used exclusively in these cabinets. The entire tone arm and horn are made of heavy non-vibrating metal.

Q Why?

Q Because the purpose of a phonographic horn is not to produce tone but to conduct and amplify it, and Mr. Edison, the great "Wizard of Invention," has proven conclusively in his wonderful laboratory and by actual test before the public, that non-vibrating metal, as used in the New Edison is superior

to the various woods that are used by the scores of talking machine manufacturers in the construction of the amplifying horn.

Q Mr. Edison used the wood horns some ten years ago and discarded them for the metal horn. The material used in the diaphragm of the New Edison reproducer was selected after careful tests of 2400 different materials and its composition is known only to Mr. Edison and his experts.

Q The genuine diamond needle point is guaranteed for the life of the instrument—no needles to change.

Q Remember the New Edison has a non-vibrating metal horn and is the only phonograph which has stood the acid test of direct public comparison with the living human voice and the violin. Come in and hear the Phonograph with a Soul—The New Edison. It plays all records.

Morris Music House

912 Willamette Street

Phone 59

THE DIAMOND AMBEROLA

JOHN B. CARLILE & COMPANY

LEBANON, KENTUCKY:

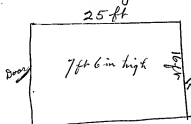
Nov 19-19

Generation -

The room is a beauty, & will be nicely equipped but the reverberation is something terrible, so bad that the instruments show up poorly.

We have tried to break up these sound waves by using festooning, pictures on walls and stretching wires, this has helped some but does not correct the trouble. Please advise us at once what to do to stop this

This is a diagram of room



There is only one way
to stop the echoes from
the walls & that is to
cover them with ^{soft} thick
cloth, about same thickness

Thanking you for prompt receipt of the many
 8275
 Verdicts of the Court which has
 frequently been a help to me which
 would be very valuable
 Ellison Page

8275

The carpet kills the echoes before going to the
expense. You could get some blankets
from your house + coverings etc. & hang
them around the room until the quality
of the music was satisfactory then
you could line the wall with
the figured carpet,

Edison



Mr. Edison:
I ask Pullin for a report of Sales of
the follow selection by Reed Orchestra
this is his reply:

November 20, 1919.

W. H. Miller

Mr. Walter H. Miller
Recording Department,
New York City.

Hayes - Mercue Room
mark these off
in a catalog

The total sales and present unfilled orders for the last date
available on the list of numbers handed to me by Mr. Hayes, are as follows:

Selection Nos.	Total Sales	Unfilled orders.
50066	18801	1012
50071	4312	1780
50107	5751	927
50120	2110	2407
50121	4568	870
50122	3914	1670
50129	2765	1850
50170	7757	914
80087	3223	1201
80090	2530	1329
80108	6914	2258

Please note that these figures cover the period subsequent to
January 1, 1915. All data on previous sales of the above numbers were
destroyed in the fire in December 1914.

In my opinion, with the exception of those figures covering
selection number 50066, the above figures do not reflect a true condition.
None of the numbers with the exception of 50066 has been manufactured in
a considerable period, during which a very considerable number of phono-
graphs have been sold. In all probability if these numbers had been avail-
able our total sales would have reached very much higher figures.

There is no question in my mind if we were in a position to
go to the jobbers and tell them that we are about ready to re-manufacture
the above numbers they would order for immediate shipment anywhere from
8000 to 12000 each of the above numbers.

Messrs Gall and Howe of the manufacturing division are at
present engaged in a survey of the mould situation in connection with a
large number of the old catalog numbers with a view to determining just
what titles need to be re-made before they can produce commercial RE-
CREATION. Mr. Hayes is being advised from time to time of their findings.

F. C. Pullin.

[ATTACHMENT/ENCLOSURE]

Numerical List
of
EDISON RE-CREATIONS

SEPTEMBER, 1919

FOR TRADE USE ONLY



[ATTACHMENT/ENCLOSURE]

50124	La Gazza (Ludwig)	Edison Concert Band
50125	Marcha Militar (Maurice Strakosky) (Maurice)	Edison Concert Band
50126	Nico (Francis-Popper)	Edison Concert Band
50127	Parade of the Nations (Edmund) (Edmund)	Edison Concert Band
50128	Parade of the Nations (Edmund) (Edmund)	Edison Concert Band
50129	Parade of the Nations (Edmund) (Edmund)	Edison Concert Band
50130	Parade of the Nations (Edmund) (Edmund)	Edison Concert Band
50131	Parade of the Nations (Edmund) (Edmund)	Edison Concert Band
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50162	Parade of the Nations (Edmund) (Edmund)	Edison Concert Band

[illegible]

ATTACHMENT/ENCLOSURE

50310	Everybody Cries But Me (Straight) Contralto.....Helen Clark
	What's Acomin' (A Barba) Walslow (Berle) Tenore.....George Wilson
50311The Tenors.....The Tenors
Earl Palmer's Famous Jazz BandEarl Palmer's Famous Jazz Band
	Sending Jinx (Two-Step) (Distilled Jinx Banli) Harmonica.....All Star Trio
	(Nagay Bites) (Walters).....All Bernard
50312The Tenors.....The Tenors
	Don't Cry, Don't Cry (Hundred) Tenor.....George Wilson
The Tenors.....The Tenors
Arline Fiske and Alice ChownArline Fiske and Alice Chown
50313The Tenors.....The Tenors
George Ben, Beverly HendersonGeorge Ben, Beverly Henderson
The Tenors.....The Tenors
The Tenors.....The Tenors
50314The Tenors.....The Tenors
The Tenors.....The Tenors
50315The Tenors.....The Tenors
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50316The Tenors.....The Tenors
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50398The Tenors.....The Tenors
The Tenors.....The Tenors
50399The Tenors.....The Tenors
The Tenors.....The Tenors
50400The Tenors.....The Tenors
The Tenors.....The Tenors

80,000 SERIES—PRICE, \$1.70

[illegible][illegible]

Dr. Girts

7

General Delivery

New Brunswick, N.J.

20 November 1919

Thomas A. Edison Photographs
Orange, N.J.

Dear Sirs:-

In connection with the photograph I have often wondered why the automatic stop were not provided so that its use was not so inconvenient. It occurred to me that possibly you were not aware of the simplicity of such a stop. Of course I should probably be content to believe that you know the possibilities of your own machine much better than I ever could and that you have not put this feature forward on account of reasons I am not able to appreciate.

I wish to state however that as a rule when playing one of your machines

(2)

I adjust the automatic stop to trip the machine at the end of the music of each record and that it seems to me that this method is simple enough for any one to understand if it is explained to them. I have instructed a number of my friends as in it and they make the adjustment with no trouble whatever.

The way I adjust it is to place the diamond point in the position at which the machine should stop and then while holding it in this position I press the lever of the trip mechanism against the arm which actuates it. The set screw which secures this lever must of course be slightly loose in order to permit this. This operation causes the machine to stop within a few seconds after the music has finished without any very accurate setting.

The only thing that has given trouble

(3)

in using this system is that when one does not think to set the stop for a record and the stop is already set for a shorter record it will of course stop before the longer record has finished playing. To remedy this I would suggest that the arm attached to the pivot upon which the horn swings, which operates the trip lever, be so constructed that when the horn is raised to disengage the rack and pinion and allow the horn to be moved back to the starting position ~~constructed~~ it will automatically move the tripping mechanism lever to its latest stopping position so that if it is not reset for the next record there will be no danger of its stopping too early. This could be very easily accomplished by devising a mechanism which will move the trip operating arm forward while the horn is being raised and will let it come back to its normal position when the horn has

Good

(4)

been raised.

In addition to this the set screw which secures the tripping lever in position should of course be provided with a spring washer to allow the position of the lever to be altered without loosening this set screw and still hold it firmly enough in place.

Also it might be found advantageous to provide the reproducer with an arrow which would mark each record with a line so arranged that to make the proper adjustment for automatic stop the ~~new~~ position of the reproducer + horn be set so this arrow is immediately above and points to this line. Then the lever be set as ~~to~~ explained above.

Hoping this suggestion may be of some value to you I remain

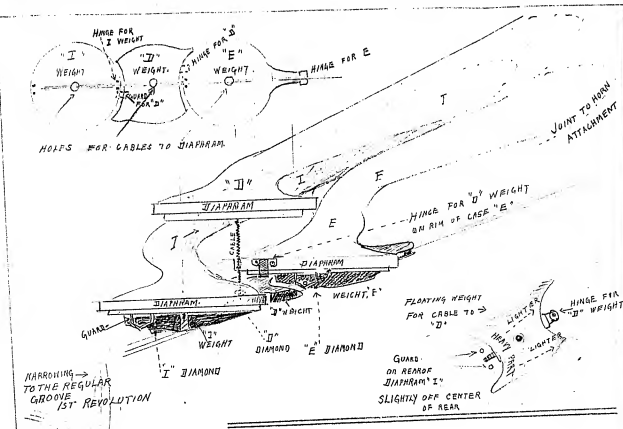
An ardent "Edison" booster

J L Finch.

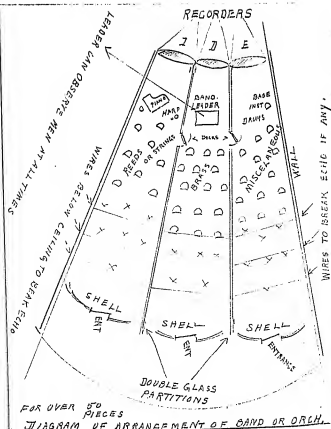
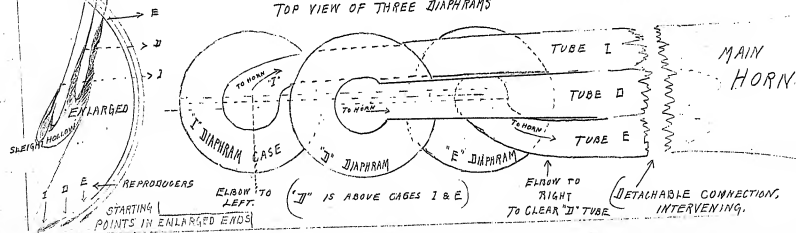
Mr. Edison
 Here is a boy's idea
 enthusiastic who sends his ideas
 on recording. His family owns an
 Edison phonograph. I think it is good
 Edison policy to treat these inventors
 Thomas A. Edison
 Spokane, Wash
 Nov. 23, 1917
 Dear Sir:— It was once tried by a Chicago Inventor
 Inclosed drawing is one of which I have been working
 for the last week or so, and of course is merely a
 suggestion. My idea was of recording separately
 different values in the sound of instruments
 to make it louder but it did
 I have never been made of a recording room, so
 my conception of the concert hall may be all wrong.
 You may have been able by this time to record sixty
 or more sounds in one groove but I have my doubts
 because the Ear has an automatic
 We have an Edison Model 150 C machine in my
 home here and there is a comparison between yours
 and this makes your machine have too much
 but I have merely stated my objection. I am very much
 interested in anything that will suggest
 moving picture machines which show the advantage
 reel of the regulation film in twenty minutes.

8388

Yours truly
 Albert Hunterman



TOP VIEW OF THREE DIAPHRAGMS



SUGGESTION BY ALBERT C. HUNTERMAN. FRESHMAN L+C.H.S. SPOKANE WASH.

24 November 1919.

Mr. Chas. Edison:

I return herewith Kipp's letter of the 4th and the papers relating to his Amberola campaign. I am hopeful of its success, but we cannot be sure that the plan is sound, until recorders, after the first of the year, reveal how many of the new dealers are going to continue to push the line.

Mr. Kipp's plan is not new. It is based on the theory which we evolved in connection with the Amberola Store some three or four years ago. A large percentage of the new dealers whom we qualified "petered out" in a comparatively short time, but the circumstances were not then as favorable as those which now exist and I believe there is better than an even chance that Kipp's campaign will succeed. Some of the other jobbers are trying it, while others refuse to do so, on the ground that it is fundamentally unsound in the light of past experience. If the plan succeeds - that is to say, if as many as 50% of the dealers thus qualified continue to be active - we shall endeavor to put the scheme into a form which will make it acceptable to all jobbers.

W. Maxwell.

✓ WM-OMM

CC to Mr. Edison.



Columbia St Vaults

Condition Nov. 24-1919

Vault 1. Films - Partly full

" 2. " " "

" 3. Master Key won't fit

" 4. Mr Edison's Personal
Mr Wolf Tob. knows
about contents

" 5. Films - Partly full

" 6. Disc - Sub Masters
Old Mate Phonographs
Vault about 1/2 full

" 7. Disc Sub Masters
Photo Negatives
1/2 full

" 8. Mr Edison - Personal
Mr Meadowcroft
knows about contents

" 9. Royal Dept
old style horns
old Phonographs
used in low suits

November 26, 1919.

John B. Carlile & Company,

Lebanon, Ky.

Gentlemen:

Your letter of November 19th was received and brought to Mr. Edison's personal attention. He wishes me to say that there is only one way to stop echoes from the walls, and that is to cover them with soft thick cloth, about the same thickness as carpet. There are many kinds of carpet which have figures similar to wall paper, and one of these would be very suitable. The carpet kills the echoes.

Before going to the expense of installation, you could try an experiment by taking some blankets and coverlids from your homes and hang them around the room until the music is found to be satisfactory. Then you could line the walls with the figure carpet.

Yours very truly,

Assistant to Mr. Edison.

A/8275.

November 26, 1919.

Mr. John B. Heardsley,
939 E. 20th Street,
Eugene, Ore.

Dear Sir:-

Your letter of November 18th has been received and shown to Mr. Edison. He wishes us to say that the reason wood was discarded for use in our horns was that it was impossible to prevent this material from responding to and amplifying some notes abnormally in certain records. A phonograph must play all records, and this no wooden horn will do.

Yours very truly,

Edison Laboratory.

THORNWELL K. PEEPLES
ATTORNEY AND COUNSELLOR AT LAW
2 RECTOR STREET
NEW YORK
PHONES 3722 RECTOR

Electric
Day our stop was perfectly
satisfactory but during
the war government requested
up to quit it ~~with~~ *on account of supplies & we have*
November 26th, 1919
not resumed putting them
on but will later —

Mr. Edison
Had we not better tell
him to get his Patent
first?
Measuring

Thomas A. Edison, Esq.,
President Thomas A. Edison, Inc.,
Orange, N. J.

Dear Sir:

My client, Mr. B. L. Grayson, of Savannah, Georgia, has shown me a working model of an electric stop somewhat similar to the one heretofore used on your New Edison Diamond Disc Phonograph, but which he understands has not proved satisfactory and for that reason has been discontinued. His invention appears to be workable and has been thoroughly tested by himself on one of your machines and found satisfactory in every respect. If you are interested in his device, kindly favor him with an interview at your earliest convenience, at which time he would be glad to show you his working model and explain the merits of his invention.

Anticipating the courtesy of an early reply,
I am,

Yours truly,

Thornwell K. Peeples

TKP:MH

8297

November 29, 1919.

Thornwell K. Peoples, Esq.,
2 Rector Street,
New York, N.Y.

Dear Sir:-

Your letter of November 26th, in regard to an invention which you state has been made by your client, Mr. B. L. Grayson, of Savannah, Ga., covering an improvement in the electric stop has been received. This letter has been shown to Mr. Edison, who wishes me to say in reply that our own electric stop was perfectly satisfactory, but during the war the Government requested us to omit it on account of the shortage of materials, and we have not yet resumed putting these stops on our instruments, but will do so later.

Yours very truly,

\ Assistant to Mr. Edison.

A.

NO.

UNITED STATES NAVY YARD

NEW YORK, N. Y.

8320

November 29, 1919.

My dear Mr. Edison:

*Pathe device is very old having
be sold on a English machine was
have a Pathe here it will not play*

If you have not investigated the new reproducing mechanism put on the market lately by the Pathe people, the following may be of interest to you. The salient feature of this reproducer is that it does not use a horn and consequently does away with horn effects which, according to Clarence Dayton Miller's sound curves, have a great effect on the sounds.

I have heard both horizontal and vertical cut records, including some of your records, played on this machine and the sounds much better than I should have expected. The large diaphragm, and especially the long rod which transmits the vibrations from the needle point to the diaphragm, led me to expect that their combined weight would be so great as to prevent the very rapid oscillations necessary for reproducing the overtones. Also I would not have supposed that the very small amplitude of the vibrations would have produced so loud a tone with a diaphragm of this size (about 12" in the one I saw). It is possible that this is provided for by unequal arms of the little bell crank lever which changes the direction from the needle to the transmitter rod. I could not see exactly the arrangement of this transmitting mechanism.

However, the sound was amply loud and materially free from horn effects. There was the lack of overtones and their consequent tone quality which your phonograph has, but it sounded better to me than any of the other machines, including the Pathe's machine with the horn as hitherto made.

Now it seems to me that if an open diaphragm of this kind will reproduce so well, that it could be constructed so as to record, in which case its independence of a horn would be of very great advantage. Such a reduction in the weight of the transmitting mechanism might be worked out as would permit of sufficient rapidity of vibration so that good tone quality could be obtained. At any rate, I should think that this open diaphragm idea was sufficiently desirable for recording, especially where a number of musicians are singing or playing at the same time, to justify some experimental work, and wish I had the time to fuss over it.

The latest records that I have been receiving appear to be uniformly better as to surface than those of a while ago. I am still not very enthusiastic over the choice of selections

B

*all records. Some notes in high register seem in place
because of effects. One of the greatest troubles we
had in the early days was to get a universal reproducer*

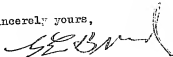
but that is a commercial matter of which I am not qualified to judge.

There is much fine orchestral music in New York this winter and I have been as often as I could, always wishing that we might put all the delicate tone colors onto a record. Perhaps the open diaphragm might help.

No doubt the above is an old story to you and, if so, will you tell me so and if there is nothing in the idea, the reason for it.

I am still hoping to get down to see you and will make it some day.

Very sincerely yours,



Mr. Thomas A. Edison,
Edison Laboratory,
Orange, N. J.

Dec 1st 19

Mr Edison

My dear Mr

See me

Write the
correspondence

We took Electric Auto. Stop off during war,
and have not put it back, pending settlement
of infringement proceedings.

We are using the Safety Auto. Stop
only. This is purely a mechanical
limit stop to prevent the demand being
fed onto the record label, when the
operator does not shut off the machine.

It is adjusted at the factory and is
not intended to be set by the operator
for each record.

All of the so called Auto stops on the
market, with the exception of our electric
stop, have to be set for each record, by
placing the reproducer point in the last
groove of the record, and all have the
disadvantage, that unless re-set, the machine

will stop before the next record is finished.

This man is the first of many "anti stop inventors" that I have heard of, who appreciates this bad feature.

With the Edison Reproducing, it is comparatively difficult to "set the drum" in the last groove, because of the closeness of the lines on the record, and because of the floating reproducer weight.

The average user would not take the trouble to set the point carefully, even ^{they} would probably not be pleased with the stop, as it would not stop accurately.

I believe that it is a rather simple mechanical job to construct a mechanical stop for our phonograph which will be acceptable to the trade, & not have the above bad features.

However, this is a development that is

not unduly needed by the trade, so
 I have only considered it in a general
 way.

To get this result considerable change
 in our stop mechanism would be necessary,
 for at present, the tripping point is about
 $1\frac{1}{2}$ " from the axis of rotation of the Hammer
 while the dropped point is almost 6".

Therefore great care is necessary in
 adjusting the "trip", as a slight error there
 is multiplied 4 times, in the stopping
 of the music.

W. Constanble

December 2, 1919.

Rear Admiral G. E. Burd,
United States Navy Yard,
New York, N.Y.

My dear Admiral:

I have just finished reading your letter of November 25th, which I have found very interesting.

The Pathe device is very old, having been sold on an English make of machine. I have a Pathe instrument here, but it will not play all records. Some of the notes of a high soprano in operatic selections produce bad defects. One of the greatest troubles we had in the early days was to get a universal reproducer that would play every kind of music.

I am glad to learn that you are thinking of setting aside a day to come over. Please let me know through Mr. Meadows in advance, so that there will be no disappointment on either side.

Yours sincerely,

A/8320.

JNO. J. GREGAN,
President

J. H. BUNNELL & Co.,

CHAS. H. GRAHAM,
Vice-President

(INCORPORATED)
Manufacturers, Importers and Dealers in

Telegraph, Telephone, Railway and Electric Lighting Supplies,

Fire Alarm Equipments for Factories, Warehouses and Municipalities.

32 PARK PLACE (BROADWAY BLOCK),

P. O. BOX 1286, (City Hall Station);

Cable Address:
BUNNELL, NEW YORK.

NEW YORK, December 4, 1919.

Mr. W. H. Meadowcroft,
Edison Laboratories,
West Orange, N. J.

Dear Mr. Meadowcroft:-

I would like to know if you have one of the
Cylinder type Phonographs, such as the "Home" which
would reproduce the two and four minute records. Un-
fortunately, I lost the machine which I had and would
like to know if it is possible to replace it.

It would not make any difference if the
machine was not very highly finished, as long as it
would do the work desired.

Will you kindly advise me if anything can
be done in the matter.

Awaiting your reply, and with best wishes,

I remain, to

Yours very truly,

*Mr. Michie;
What can I say? He is an old
Mr. Ghegan? He is an old friend of
Mr. Edison's and mine -
W. H. Meadowcroft?*

Jno. J. Ghegan

12/10/19

[ATTACHMENT/ENCLOSURE]

Mr. Meadocraft:

I have a "Home"
in good condition, that
will make use of both

2 & 4 minute records. You
can have it for \$15.00 which
will just about cover the
expense in running, and the
fixing it up.

12/19

the
7th

Mr. Edison:

Shall we let Mr. Gigan
have it at this price?
You will remember we
have used him to advantage
in the past.

Memorandum

7
December 5, 1919.

Mr. J. L. Finch,
General Delivery,
New Brunswick, N.J.

Dear Sir:-

We appreciate the courteous interest shown by your letter to us of November 20. Probably you are not aware of the fact, but during the War the Government requested us to dispense with any parts which we did not consider absolutely essential to the correct operation of the phonograph, and we therefore left off the automatic stop. The public do not seem to mind the omission, and although there has not been much of a demand for its reinstatement, we are preparing to equip our instruments with automatic stops at some convenient date.

We have experimented for several years with a variety of devices to automatically stop the machine at the proper time, and during that period we have developed quite a number of types that would function satisfactorily, but not all of them would be available on account of commercial expediency.

Yours very truly,

Edison Laboratory.

NO. 1 BISHOP STREET

TEL. UPTOWN 8280

ELECTRO-MECHANICAL LABORATORIES

PLANS
SPECIFICATIONS
SUPERVISION

CANADIAN ADJUSTING AND CALIBRATING LABORATORY
FOR
WESTON ELECTRICAL INSTRUMENT CO.
OF
NEWARK, N.J., U.S.A.

TESTS
INVESTIGATIONS
REPORTS

IN REPLYING PLEASE REFER TO

MONTREAL,

Dec. 5th. 1919

Dear Mr. Meadoweroff.

Two of the young men in the office have Edison phonographs of the old type, marked respectively H # 107923, and # 56326 Model A. They want two changing boxes, and two recorders in order to make the outfits complete. It appears that these parts are obsolete so far as dealers here know. I volunteered to help them by appealing to the fountain head. Can you help the situation? If so you know that I would much appreciate your doing so. Please give me the benefit of your knowledge of the situation.

I haven't been to New York for any stay since I saw you, but am promising myself a vacation before long. I get Scheffler's and Bob. Lesiors communications, so do not feel entirely out of touch with the old guard. If you write me don't fail to let me know if my old friend Bergman had his usual luck and came out of the war with a royal flush, or did he go in the discard.

Kindly remember me to Mr. Edison, and be assured of the continuance of my highest esteem.

Fraternally Yours,

Jos. Hutchinson

Jos. Hutchinson

P.S. Both these machines have been adapted to play the four minute records.

Mr. Michie:

What shall I say?

W. P. Meadoweroff

operator!

See also next page.

8387

W. P. Meadoweroff
221 Notre Dame St. W
Montreal

[ATTACHMENT/ENCLOSURE]

December 8, 1919.

Mr. Mendoworoff:

Re. letter attached from Mr. Hutchinson, Montreal.

We can supply either 2 or 4-Minute Recorders for use in connection with the old type cylinder phonographs referred to, which as you will observe have been converted for use in connection with either 2 or 4-minute records. We, however, strongly recommend the use of the 2-Minute Recorders as by so doing very much more service would be obtained from the records.

The shaving boxes referred to have long since been out of existence and there is nothing that can be supplied at this time that will admit of the user shaving blanks. The only suggestion I can offer in this regard is that it would be possible to have the blanks shaved by:

W. M. Hall & Co.,
221 Notre Dame St., W.,
Montreal,

who represent the "Ediphone" in Montreal and who have shaving equipment that permit of doing this work very satisfactorily.

R. M. H. 

Ediphone:26

Last paragraph to dictated letter.

*We have not heard from Bergman
and don't know whether he is ruined or rich,
dead or alive.*

With kind regards,

Yours sincerely

P. JACKSON HIGGS
The West Fifty sixth Street, New York
SOLE OWNER & MAKER OF

Day - Our troubles are (The)
not in the Machine (Ultimus)
It is in the recording + record material

December 7th. 1919.

Thomas A. Edison Esq.
Orange. N.J.

Dear Sir,

if the following matter is of interest to you will you kindly hand this letter to the proper official with the request that I be advised whether reasonably prompt action can be taken or not.

Feeling that you personally will be interested, I am addressing you direct.

To come to the point quickly - The "Ultimus" is an accomplished fact, it is being sold, it is not a Victrola with a new tone-arm or just some "quack" feature. It is designed with a new principle of sound wave production. The result is, from critics' points of view, exceptional. No other instrument has its resonance. A pianoforte record sounds as if the instrument is actually in the room. There is no trace of nasal accent. The thin "pinched" effect of a woman artiste's record has gone. A flute sounds like a flute - this is true of all instrumental pieces.

All of the foregoing points are claimed by your excellent experts in advertising, yet I feel if my instrument were combined with yours, the result would be a great step toward perfection. I hope you will pardon my bracketing my machine with yours; it is comparatively easy for anyone to enlarge upon an invention after the trail has been blazed for us.

If possible I want to sell my invention and for this reason am going to the fountain-head first.

I do not claim perfection for my idea, to the contrary, I know that if brighter brains than mine were to experiment with it, they could improve it materially.

If I do not hear from anyone regarding the matter, I will know that this letter was consigned to the waste-paper basket with the thousand others received offering you un-told wealths of useless ideas! If a reply comes before December 15th. 1919. I shall be encouraged and flattered.

Yours truly,

P. Jackson Higgs

8390

P. J. H. H. S.

For the convenience of his clients, Mr. Higgs conducts his business by appointment only. Phone Circle 417.

FROM A. H. OVERMAN
WESTMORELAND DEPOT
NEW HAMPSHIRE

8385.

Dec. 8th 1889

We keep the pins as
short as possible so people
will not scrape the records
Dear Mr. Edison as many do now even
with the short pins, I have tapered
the ends of mine in place
it to a point not unlike
New Hampshire woods as beautiful as I could
with ample means at the time.
Even by removal, you
would be astonished to
see how long hand have touched
it all and make it more lovely. Now we
have music ^{Edison music} ~~Edison music~~
As a man up a tree they see things
sometimes which others have overlooked, so I,
in answer to my little difficulties
send you a sketch of a proposed alteration
in detail.

I like my musical treasure to
serve me at night time, in such - and
while the foot which receives the hole in
the centre of your disc is correct, it lacks
a finder. This little addition to the
top will make it so that children, unskilled
women, and even blind people or those who

Mr. Edison - 2-

like to have music in the gramming, will find it an easy matter to place the records correctly.

You are welcome to do what you will with it, and if you consider it practical to patent it I will sign all papers necessary or convenient to the control of it.

If you should conclude that it was worth something and cared to give me a credit to be taken out in Edison records, I would be very thankful.

I have other suggestions in detail which I will send you if this one meets with appreciation. I am not unskilled in mechanical matters. I made the Victor Bicycle when there was little detail to guide me, employing about fifteen hundred men.

Always with my kind regards,

Very truly yours,

A. H. Overman

FROM A. H. OVERMAN
WESTMORELAND DEPOT
NEW HAMPSHIRE
Dec. 5th 1919

December 9, 1919.

Mr. Jno. J. Ghegan,
c/o J. H. Bunnell & Co.,
32 Park Place,
New York, N.Y.

Dear Mr. Ghegan:

I received your letter of December 4th, and have made some inquiries around the place about a "Home" phonograph of the cylinder type and find by great good luck that we happen to have one which has been recently fixed up and put in good order.

The expense which we have incurred in fixing it up, amounted to about \$15, and we are willing to let you have it for that figure.

With kind regards, I remain,

Very truly yours,

Assistant to Mr. Edison.

December 12, 1919.

Mr. A. H. Overman,
Westmoreland Depot,
New Hampshire.

Dear Mr. Overman:

I received your letter of December 8, and thank you for your kind expression of opinion in regard to the Edison Disc instrument and records.

I also thank you for the kind interest which prompted your suggestion of making a change in the center post of the Disc table. Let me say in regard to this that we keep the post as short as possible, so that people will not scrape the records, as many do now, even with the short post. If we tapered it to a point, as shown in your sketch, it would be even worse. You would be astonished if you knew how many records are injured by awkward people.

Yours very truly,

Ediphoned:24

December 12, 1919.

Mr. Albert Hunterman,
The Lewis & Clark High School,
Spokane, Washington.

Dear Sir:

Your letter of November 23 with the accompanying sketch was received and submitted for Mr. Edison's personal attention.

He has read your letter and examined the sketch with much interest and wishes me to say that your device will work. It was once tried by a Chicago inventor and some machines were sold. They had two reproducers, but there was no apparent gain. It was supposed that they would make the reproduction louder, but did not do so. 16 violins playing simultaneously are very little louder than one violin, because the ear has an automatic self-adjusting cord to protect itself against increased power.

Mr. Edison suggests that you had better adopt inventing as an occupation or profession. He thinks you would succeed.

Yours very truly,

Assistant to Mr. Edison.

Ediphoned:24

December 12, 1919.

Mr. Jos. Hutchinson,
Electro-Mechanical Laboratories,
Montreal, Canada.

Dear Mr. Hutchinson:

I was very greatly surprised and pleased to receive your letter of December 5, for I had not heard of you or from you for a very long time. I trust the world is using you well and that you are happy and prosperous.

In reply to your inquiry, let me say that we can supply either two or four minute recorders for use in connection with the old type cylinder phonographs you refer to. Our people, however, strongly recommend the use of the two minute recorder, as by so doing very much more service would be obtained from the records.

The shaving boxes referred to have long since been out of existence and there is nothing that can be supplied at this time that will admit of the user shaving blanks. The only suggestion we can offer in this regard is that it would be possible to have the blanks shaved by W. M. Hall & Company, #221 Notre Dame Street, W., Montreal.

We have not heard from Bergman and don't know whether he is ruined or rich, dead or alive.

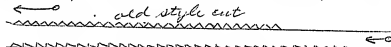
With kind regards,

Yours sincerely,

Ediphoned:24

84723 San Jose, Calif. "12/19 S
Mr Thomas A. Edison
Orange, N.J. We once thought this
Dear Sir was the best way
to success & patented

Much is said about the scratching
sound when playing all phonograph records -
I have for years spent ~~my~~ ^{my} experiments
in constructing reproducers, and in perfecting
a way to play all records without changing the
arm. I run on to a way to cut the records to
get away from nearly all of the scratching
sound and I am right here, (now) giving you
the way it is done - The cuts should be as per
the drawing herewith - then the needle or diamond
point glides along, without so abruptly striking
a shoulder, which makes it noiseless.



Slope the knife so as to cut the record as above,
up saw style - then you get clear sweet, clear
sounds very little scratching, and also the
same volume for they will all be recorded
just the same as when cut straight up
and down - Try it out and see for yourself -
If as I say, please have it patented - and
once in a while think of one who is
your friend

Yours Sincerely,

C. D. Smith

135 E 23rd St

Philadelphia, Pennsylvania,
December 15, 1919.

Mr Thomas A. Edison,
Edison Laboratories,
Orange, New Jersey.

over

8415

Dear Sir:-

I possess one of your world famous talking machines, and my interest and love for it, requires, that I take as much care for it, as a mother fondling her new born babe. And, since both need advice, it is in that attitude that I consult you, who, I know, no one is better positioned to act in that capacity than you.

You say, then in order to obtain the best musical results from all records, a speed of 80 revolutions a minute should be maintained. Now, it happens to be, that all records, played at this speed, do not please my aesthetic musical ear. Oft times, the occasional errors, whereby, the tonal quality could be better expressed by a reduction of this time, allowing the utmost of expression to be distinctively given and heard.

My experience has proven, that a slowing down of the specified speed, in some records, not only has been a truer recreation, than to play all records the same. Primarily, then, this is what I want to know, by reducing the speed of the machine, is any harm incurred thereby. Does the wear of both record and diamond point assume a greater and quicker volume of wear, then if played at the specified speed.

Second, what is the life of the diamond point, considering that the utmost care is observed for it at all times. Third, would it be expediently advisable, to increase the size of the diamond point, to ensure longevity.

I hope, dear Sir, that I am not inconveniencing you by asking these questions, but I know you are precisely the interest I exercise over one of your greatest bequests to civilization.

(2)

Thank you for your letter, and for the interest you have taken in the Diamond.

Very sincerely yours,

Frederick Jacob, Chairman

1111 N. Lincoln Street.

This phone running 80 Rev reproduces the exact speed of the Recording phone, hence the pitch is exactly the same as the singer or instrumentalist. We would not dare to do otherwise to reproduce the music.

But I am much pleased that you prefer a lower pitch. This is exactly what I like to me most music is better at 75 than at the pitch originally played by the music. In my opinion all music is too high in pitch. You will notice I have put a limiting pin to prevent the speed going higher, but you can make it at any less speed with harm. The Diamond generally lasts 3 or 4 years,

E

2

December 17, 1919.

Mr. Frederick Jacob Elsasner,
#2841 N. Lawrence St.,
Philadelphia, Pa.

Dear Sir:

I have received your letter of December 15,
which has been read with much interest.

The phonograph, running at 80 revolutions
per minute, reproduces the exact speed of the recording phonograph.
Hence, the pitch is exactly the same as the singer or instrumentalist.
No would not dare to do otherwise, to recreate the music.

Personally I am much pleased to learn that
you prefer a lower pitch. This is exactly what I like. To me most
music is better at 75 revolutions than at the pitch originally
played or sung by the musician. In my opinion all music is too high
in pitch.

You will notice that I have put a limiting
pin to prevent the speed from going higher, but you can make it at any
less speed without harm.

The diamond generally lasts three or four
years.

Yours very truly,

Ediponed:24

17 December 1919

Mr. Edison:

Re attached Bulletin.

While the talking machine companies may make it a trifle difficult for us to get all that we require of the particular records mentioned in our bulletin, I think they will soon get tired of such maneuvers. Mr. Miller and Mr. Cronkhite endeavor to learn from free-lance artists what selections they have recently recorded for the other companies, and we also watch the talking machine supplements, so that I believe we shall always be able to provide enough comparisons for the Turn-Table Test. About the only way the talking machine people could seriously bother us would be to make free-lance artists agree not to record for us any selection which they had recorded for the talking machine companies, but I hardly believe they can get away with that.

W. Maxwell.

WLM-GAM

[ATTACHMENT/ENCLOSURE]

Thos. A. Edison.

% Mr. Meadowcroft.

• IMPORTANT •

Every bulletin sent you from the Edison Laboratories is important. Some bulletins are more important than others.

THOMAS A. EDISON, INC.
ORANGE, NEW JERSEY
MUSICAL PHOTOGRAPH SYSTEM



Some bulletins are of vital importance to your success in merchandising Edison products. Only by reading every bulletin sent you from Orange can you be certain that you are overlooking no bulletin that will help you obtain maximum results from your sales

and merchandising efforts. Certain bulletins should be read by your employees. Which bulletins and which employees must be left to your judgment.

For convenient and ready reference, we suggest that you file all Edison bulletins in the Edison Bulletin Binder, which may be obtained from any jobber at a cost of \$1.00 each.

Certain bulletins should be read by your employees. Which bulletins and which employees must be left to your judgment.

SEEK BULLETIN 163

Trade Information For

UNITED STATES
DISC JOBBERS

Correspondence concerning this Bulletin should be addressed to Thomas A. Edison, Inc., Musical Photograph System, Orange, N. J.

*Suppose they thought you were stupid
+ ~~they~~ they could corner you*
TALKING MACHINE RECORDS FOR TURN/TABLES

We have no definite information, but it has been intimated, that certain Talking Machine Companies have discontinued the manufacture of such of their records as are being used in the Turn Table comparison. Numerous letters have been received from dealers, who are operating Turn Tables, regarding their inability to procure these particular Talking Machine records, and there may be some truth in this rumor.

To aid the dealers in your territory who are equipped with Turn Tables and to protect others who are likely to be supplied later, we recommend that you instruct your traveling men to collect all of the comparison records they can lay their hands on in every town they visit. In this way you will probably be able to gather together a stock of talking machine records sufficient to meet the requirements of your Turn Table dealers for some time to come.

The following is a list of desirable comparison records:

Edison #80152	Love's Dream After the Ball	Elizabeth Spencer, Soprano,	Victor 18280
" 82527	Un Bel di Vedremo	Emmy Destinn	" 89468
" 82528	Suicidio	" "	" 89478
" 82531	Vissi d'Arte	" "	" 89487
" 82163	Believe me if all those endearing		
	Young Charms	Maggie Teyte	Col. 11855
" 82544	Die Lorelei	Christine Miller	Contralto Victor 58058
" 80312	Old Black Joe	" "	" 45086
" 50083	I love the Name of Mary	Walter Van Brunt	Tenor " 17107
" 80446	Rock-a-Bye Your Baby with a		
	Dixie Melody	Vernon Dalhart	" 18512
" 50357	Are you From Dixie?	Billy Murray	" 17942
" 50253	Are you the O'Reilly?	" "	" 17809
" 50324	Ballymooney	" "	" 17885
" 50493	Indianola	" "	" 18474
" 50248	There Must be Little Cupids	" "	" 17855
" 50517	Can You Tame Wild Wimmen	" "	" 18515

[ATTACHMENT/ENCLOSURE]

-2-

Edison	50497	Ja Da	Arthur Fields	Baritone	Victor	18522
"	50476	Oh Frenchy	"	"	Pathe	22017
"	83040	Forge Song	Jacques Urlus	Tenor	Victor	18489
"	50312	Omena	Van Epe	Barjoiet	Pathe	20411
"	50195	Infanta March	"	"	"	80028
"	80326	Melodie	Kathleen Parlow	Violin	Victor	17120
					Col.	11281
					Pathe	29083
					Victor	18947
					Col.	15412

Do not infer that we intend to rely solely on the foregoing list of records. For the present, however, we urge that you and your travelers cover every Talking Machine store in your territory in an effort to provide an available stock of these comparison records for your Turn Table dealers.

Please supply each of your travelers with a copy of this bulletin to carry as a daily reminder. We shall be eager to learn what success they are having in procuring these comparison records.

THOMAS A. EDISON, INCORPORATED,
Musical Phonograph Division,
Recital Department.

17 December 1919

Mr. Edison:

As the booklet, "Composors and Artists Whose Art Is Re-Created By Edison's New Art", was one of your ideas, I think you will be interested to learn the extent of its distribution.

Up to date, we have printed 35,000 copies of various editions and distributed 31,243. We charged 25¢ for the first edition, but increased printing costs made it necessary for us to raise the price to 30¢ on the next edition. At present prices, the booklet will cost us a trifle less than 30¢.

We expect to sell a considerable quantity in 1920 and another edition is in contemplation. A sample of the current edition is attached.

W. Maxwell.



W1-GMM



NO. 1 BISHOP STREET

TEL. UPTOWN 6250

ELECTRO-MECHANICAL LABORATORIES

PLANS
SPECIFICATIONS
SUPERVISION

CANADIAN ADJUSTING AND CALIBRATING LABORATORY
FOR
WESTON ELECTRICAL INSTRUMENT CO.
OF
NEWARK, N.J., U.S.A.

TESTS
INVESTIGATIONS
REPORTS

IN REPLYING PLEASE REFER TO

MONTREAL, Dec. 16th. 1919

As required

Dear Mr. Macdonnell.

Thanks for your attention to my letter, and I will ask you to have your people send me one 3-minute recorder and one 4-minute recorder. Also one threaded segment for Home Phonograph as illustrated in sketch on margin. Kindly send me the bill.

I received this morning a card conveying intelligence of the death of Mr. Smithers. He was a Canadian, and as I remember was a very quiet and capable man. One thing an association like the Pioneers does, which has its and has lost its pleasant one, is to remind one so often that we must live out at last. I just escaped about eighteen months ago, but came back after spending more than four months in the hospital. It was a first serious sickness, so I cannot explain. You I think have one of those tenacious constitutions which insist upon not being down, so you will probably find yourself shrinking like the Phil in Lincoln's "Pearl & Chagrin" and will disappear like a dew drop beneath the first ray of the summer sun.

Wish this continental digression, and let me add my very best wishes for the holiday season, and to express the hope that the coming year, and all succeeding ones shall be for you and yours, filled with peace and plenty.

Yours sincerely,

Hutchinson

*No Macdonnell
Prompt shipment
of the items desired
will be made
Miles*

17/12/19

December 19, 1919.

Mr. C. D. Smith,
136 So 23d Street,
San Jose, Cal.

Dear Sir:-

Your letter of December 12th has been received. Your suggestion is an old story with us. Some years ago we thought that this was the best way to record, and we patented the idea, but later on we have substituted other methods.

Yours very truly,

Edison Laboratory.

Phila, Dec. 20, 1919

Mr. Thomas A. Edison

Orange, N. J.

Dear Sir,

8440

I have one of your
phonographs. The \$250 style
(old price) and it seems as
if there might be a certain
amount of surface noise
remedied.

After a great amount of
study and talking to
your dealers here in the
city I have come to one
conclusion and therefore
ask your opinion.

Could it be possible that
the different diamond points,
or whatever material you

have a tendency to quiet
to any extent.

Yours Truly
Sylvester C. Cummins
3225 Frankford Ave
Phila. Penna.

Kindly have Conway to
play "Lights out" March
as I admire the natural
cornet so prominently

may use to cut the master
plates, vary in width. I ask
this for in playing different
record of the same tune there
is a difference in surface
noise. If the records are
made from one master record
then why a difference may I
ask that and then some
records of yours are very
noisy while others are
just delightful.

If the diamond point
was narrow enough that
the point would ride on
the bottom of the sound groove
and thereby causing less
pressure on the upper part
of the side walls, would this

Dec. 23, 1919.

Mr. S. E. Crumley,
3225 Frankford Ave.,
Philadelphia, Pa.

Dear Sir:-

Your letter of December 20th has been received. In regard to the surface noises of some of the records, let us say, for your information, that this is not due to any imperfect recording, but is due entirely to the quality of raw materials used in the disc blank. Mr. Edison has had very great difficulty all through the war times in getting the proper raw materials, and he has been working very hard on substituting more satisfactory materials. He has recently made some improvements in this direction, and we think you will find that future records will have less and less surface noise.

Yours very truly,

Edison Laboratory.

Phila., Dec. 25, 1919.

Mr. Thomas Edison, Bay Meadows
Orange, N. Y. (Edison diamond does
not in almost central
place of track. War conditions)

Your letter received
and I notice that I have
failed to answer my queries
which are very reasonable and
put the blame on war conditions.
Kindly tell me, if you will,
why some recipients of the same
selection are quicker than others
as they are made of the same
material at the same time.
Should it also have any noticeable
effect on the diamond point on
a reproducer was a triple times
in width there by permitting
the point to ride on the bottom
of the groove instead of a

possible ride on the upper
part of the walls of the grove
In other words give the
diamond a little freedom
Awaiting your reply.

Yours Truly
Sydney E. Connelley
3225 Frankford Ave.
Phila. Penna.

I also asked if you would
have Conway play &--
"light's out" March.

114 Spooner St., Madison, Wis., Dec. 26, 1919.

Mr. Thomas A. Edison,
Orange, N.J.

Dear Mr. Edison:

A few months ago I purchased a New Edison phonograph, and have since enjoyed greatly many of my favorite songs, some of which I had not heard for years. There is one song which I do not find among the Edison records, but which I should like very much to have. It is "Tombigbee River". This, sung by such mellow darkey voices as those which rendered #50570 (Premier Quartet) or 80395 (Orpheus Kale Quartet), would be a rare treat to those who love those old negro melodies which will still be sung when the thousand or so of the present "popular airs" have been utterly forgotten.

It runs, as I recall it, thus:

1. "On Tombigbee River so bright I was born,
In a hut made of hucks ob de tall yellow corn:
Twas there I first met wid my Julia so true,
An' I row her around in my gum tree canoe."

There is such a catching change in the chorus:
Cho. "Singing row away, row, o'er the waters so blue,
Like a feather we float in our gum tree canoe."

3. "One night the stream bore us so far, far away,
That we could not get back, so we thought we'd jus' stay;
And we found a great ship wid a flag ob true blue,
An' she took us in tow in our gum tree canoe."

Cho.

We like to sing and dream of life as being so simple. Some day I hope you will have this delightful old melody properly recorded, so that it may not be utterly lost. It deserves a better fate.

There is one record in which I was greatly disappointed, viz. "Three Fishers". Are you going to be satisfied with the singing of this by Middleton? There is about as much feeling in his rendition of it as if it were ground out by a hand organ. He booms gaily through it like an auto on a new cement road. Once was more than I cared to listen to this record, for I feared that it might spoil the memory of this song as I heard it sung by the Temple Kale Quartet of Poston over 30 years ago in the dingy old "hall" of the little Maine town in which I was born and grew up. It was a rainy night in early winter, and there were more empty than occupied seats. After a prelude on the piano, the quartet began to sing it, accompanied only by the rain on the roof just over our heads. There was no lack of feeling in their rendering of it, and although not a fishing town, enough Thomaston men and boys were on the sea in ships that night to make every line of Kingsley's beautiful song strike home to the audience. Cannot you ~~###~~ have it reproduced as it deserves, with simplicity, harmony, and feeling?

Tennyson's "Sunset and evening bell" does not as yet appear among Edison records; This omission, is, I hope, only temporary?

Do not take these suggestions as a complaint on my part; I realize the multitude of different tastes ~~####~~ to which you must appeal, and that it is impossible to satisfy all.

Yours sincerely,

Oliver P. Hattie

8471

from the heart, for instance it would be impossible
to get an European singer to interpret
my old Ky home, the singer must have
been born in the South,

I have obtained every negro melody I can
get but havent Tombrigs Can you
get this song perhaps from some old
book

When the effects of this War is over we
can get our Mfg on a reliable basis
I intend to make over & improve
a large number of our records
Our troubles are ~~now~~ many just now

Y a S

Ent. Box 1/30/19
Mr. Charles Edison:-

Hayes, make memo in your book = I want to compare these remakes with old ones

The following is a report of the work done by the New York Recording Department for week ending December 27, 1919:

MONDAY (22nd)

Vernon Archibald .. Leonore 7076
Marie Rappold In poor voice and date called off.

TUESDAY (23rd)

Helen Clark Irene (from musical Comedy "Irene") 7077
Geo. W. Ballard ... When Honey Sings an Old-Time Song...7078
Olga Bibor Trio ... Megorem meg ast az idot
(Arrogate, (The Time Will Come) 7079
Cimbalom and A Fonoba szol a nota (Huskin' Bee). 7080
Piano)

WEDNESDAY (24th)

American Symphony Orchestra Forosetta—Tarantella 977 (Re-Make)
Southern Rose Waltz 1290 (Re-Make)

THURSDAY (25th)

Christmas Day. Closed.

FRIDAY (26th)

American Symphony Orchestra Crimson Bluesee 2449 (Re-Make)
La Danseuse—Intermezzo 2737 (Re-Make)

SATURDAY (27th)

No bookings made.

W. H. Miller

12-27-19

Copies to Messrs. Thos. A. Edison, Maxwell, Leonard, Shearman, Moses, Hayes
Walsh, W. Stevens, Huebner, Pullin and London office.

before
Serial Number
7076
Dec 29/1919
E

12/29/19

Phone 106mer at
Columbia St. Louis

If he has secured the
new Records from
Walter Miller —

Mr. Edison
Yes - and they made some
records and sent them over
last Saturday for
you to hear.
Hear them!

P
1919 phone.

December 29th. 1919.

Mr. Mondowcroft:

A committee consisting of Messrs: Harris, Wurt, Trautwein, Imgrund and myself have made a thorough test of the four rubber cups, and find in placing the cups under our instrument, there is no improvement in the quality of tone.

The test was made with two of our Chippendale Laboratory models, one with cups, the other without. I am returning same to you.

C.B. Hayes,
Music Room.

Mr. Bricketts' "Tone Cups"

c

December 29, 1919.

Mr. Sylvester W. Gramley,
No. 3225 Frankford Avenue,
Philadelphia, Pennsylvania.

Dear Sir:-

Your letter of December 25 has been received. The lack of absolute uniformity in raw materials, due to conditions arising from the late war, is the principal reason for entire want of uniformity in record blanks.

The microscope shows that the diamond does, as a matter of fact, ride almost in the central part of the track.

In regard to having a record made of "Lights Out" by Conmay's Band, the matter will have to be brought before our Music Committee for consideration.

Yours truly,

Edison Laboratory.

25.

Dec. 31, 1919.

Mr. Oliver P. Watts,
114 Spooner St.,
Madison, Wis.

Dear Sir:-

Your letter of December 26th was received and brought to Mr. Edison's personal attention. He wishes me to thank you for your letter, which he has read with a great deal of interest, and to say to you that we like to have suggestions from music lovers.

In regard to the particular artist whose rendition of the "Three Fishers" does not appeal to you, we would say that we regard him as a good singer, and yet it is possibly true that his interpretation is poor in this particular case. Interpretation comes from the heart. For instance, it would be impossible to get a European singer to properly interpret "My Old Kentucky Home". To interpret this properly, the singer should have been born in the South.

Mr. Edison wishes me to say that he is going to get the music of "Tombigbee River" and will give it consideration himself and have our Music Committee pass upon it for recording.

When the effects of the late war are over, and we can get our manufacturing on a more reliable basis, he intends to make over and improve a large number of our records. Our troubles are numerous just now.

Yours very truly,

Assistant to Mr. Edison.

171
P 1919 Photo

file

31 December 1919

Mr. Edison:

Thinking that you may desire to file a complete copy of the Prize Money Plan for future reference, I attach a printed copy of the manual and a copy of each of the various forms.

The employees are now voting on the adoption of the plan. The polls close January 5th.

W. Maxwell

W. Maxwell

WAX-CMM

[ATTACHMENT/ENCLOSURE]

Prize Money Plan

William Maxwell



Musical Photograph Division
Thomas A. Edison, Inc.
Orange, N. J.

[ATTACHMENT/ENCLOSURE]

Prize Money Plan

William Maxwell



Musical Phonograph Division
Thomas A. Edison, Inc.
Orange, N. J.

[ATTACHMENT/ENCLOSURE]

Copyright by
THOMAS A. EDISON, INC.
1919

Name
Department

Prize Money Plan

WHAT follows may prove, in time, to mean a great deal in your life; on the other hand, it may mean nothing; but whichever turns out to be the case, you will not be harmed by reading carefully what I have to say.

I have always been a salaried employee. I can remember when I owned but one pair of trousers and had to wear a long tailed coat to hide their seat. I made a joke of this among my intimate friends, but there was no joke in my heart. Truly, I have known what it means to keep up appearances on a slender salary.

The reason why salaried men and women do not receive larger salaries is usually because they do not show clearly to their employers that they are earning more money than they receive.

Salaried people are frequently advised that they must demonstrate their ability to fill better jobs. Such advice is good, but it is not always acted upon wisely by the salaried employee. Too often our desire to have a different and better job causes us to neglect our present job. In most cases, the best way to show your fitness for a better position, is to do your present work a great deal better than your employer expects it to be done.

However, the chance of being promoted is not always a sufficient incentive to bring out the best there is in a man or woman. Not all of us are far-sighted enough to do our very best every minute, every hour and every day for the more or less remote reward of promotion.

The greatest incentive to human effort is money. You may not value money for its own sake, but you are sure to have some desire which nothing but money will enable you to gratify. We all want money. How can the salaried employees of the Musical Phonograph Division get the largest possible amount of money for their work? That is a question which I want to discuss with you, and I hope the discussion will prove of interest to you.

You would like to have a larger salary, but it must be remembered that your salary is always a compromise with the future. (What do I mean by that statement? Let us suppose that an employee is getting \$25.00 per week, and an increase is being considered. If the business is flourishing and we are making money, we might feel that this particular employee is worth \$30.00 per week, but always we must think of the future and we perhaps say to ourselves: "Next year, or the year after, may

[ATTACHMENT/ENCLOSURE]

PRIZE MONEY PLAN

not be prosperous. If we raise salaries too much now, we may have to cut them later on and that would be unsatisfactory to all of our people. Instead of raising this employee to \$350.00 per week, suppose we make it \$27.50. Please remember in this connection that we have to think of our private pay roll as a whole, whenever we consider an increase in your salary. It is very easy to increase the private pay roll \$1,000.00 per week, which means \$32,000.00 per year, and in hard times fifty-two thousand dollars is a large sum of money.

In fixing salaries the employer usually averages the good years with the bad and endeavors to pay no more in good years than he thinks he will be able to pay in bad years. The result is that a capable and efficient salaried employee rarely receives as much as he should in good years. This is his loss and it is not always his employer's gain.

We desire to pay you more money in good years and we want to give you an incentive to endeavor to make every year a good year in so far as it lies within your power to do so. Even the youngest junior clerk can play a part in putting the name of our Company and our product in so high a place that hard times will have less effect on us than on the "talking machine companies".

To provide such an incentive, we herewith, submit a prize money plan for your consideration. If

a majority of our salaried employees is in favor of trying the plan, it will be tried. If a majority is against the plan, we shall simply go along in the same way as heretofore, and there will be no hard feelings, nor shall we try to hide behind your unfavorable vote, when salary increases are under consideration. In other words, we don't want you to feel that you are being snubbed into voting "Yes." If you do vote "Yes," you must sign the accompanying pledge. You will notice from the wording of the pledge that it requires you to be a good sport and take your medicine, so long as you get a square deal. If you don't get a square deal, you have a right to "holler," but you mustn't "squabble" when you are getting a square deal.

If the prize money plan is adopted, we shall make up a score card for each salaried employee. A sample of the proposed card is attached. Upon this score card will be entered such demerits, if any, as we find it necessary to impose upon you in connection with your work.

When a demerit against you is recommended, a copy of the recommendation (sample attached) will be sent to you and at any time, within three days from its receipt, a request for a hearing may be made by you on a form provided for that purpose (sample attached). Should your objection to the demerit seem frivolous and unfounded, or should your atti-

tude be unduly disputatious and pugnacious, an additional punitive demerit of fifty points will be imposed.

If the recommended demerit is finally entered, you will be notified (see sample form) and you may, within three days (except in the case of punitive demerits) file a request for commutation of the demerit (see sample form). We are anxious to commute a demerit, if the first of its character, provided we are satisfied that adequate steps have been taken to prevent the recurrence of episodes similar in circumstance or principle to the one for which such demerit was imposed. Obviously commutation must be withheld until sufficient time has elapsed to demonstrate that the preventive measures are effectual and it may thus happen that the commutation of a demerit imposed in one period will not be made effective during such period.

Monthly there will be sent to you a report (see sample) showing what demerits and commutation credits, if any, were entered upon your score card during the preceding month.

If the net amount of demerits standing against you at the end of a six months' period (after the deduction of the commutation credits effective therein) does not exceed fifty, you will gain a Class A rating. If the amount exceeds fifty, but does not exceed seventy-five, you will gain a Class B rating.

PRIZE MONEY PLAN

If we put this prize money plan into effect, the first period of its operation will be from January 15, 1920, to July 15, 1920, and we shall assume that this period will be a prosperous one. An employee who makes a Class A rating for the period in question will receive prize money amounting at least to twenty-five per cent. of the salary paid to such employee during said period. An employee who makes a Class B rating for the aforesaid period will receive prize money amounting to at least fifteen per cent. of the salary paid to such employee during said period. If our prosperity exceeds our expectations and in our opinion is materially contributed to by the zeal of our employees, the prize money will be increased. Those who attain neither a Class A nor Class B rating in a given period will have no share in the prize money for that period.

An employee who leaves the employ of the Musical Phonograph Division, whether voluntarily or otherwise, before the end of the first period, or any subsequent period that may be announced in the future, will forfeit all rights to a share of the prize money distributed for such period, irrespective of his rating at the time he leaves the employ of the Musical Phonograph Division. However, if an employee leaves because of a bona fide illness, special consideration will be given to his or her case.

[ATTACHMENT/ENCLOSURE]

PRIZE MONEY PLAN

If the prize money plan, as outlined herein, is continued beyond July 15th, 1920, there will be a timely announcement of the minimum percentage of prize money respectively for Class A and Class B employees during the next period. Such percentages may be greater or less than those proposed for the first period, depending entirely on our estimate of our probable profits from July 15th, 1920, to January 15th, 1921. Please bear in mind, however, that the prize money plan is an experiment, and will not be continued beyond July 15th, 1920, unless the results seem to us fully to justify its continuance.

You will please understand that the plan proposed does not take the place of a salary advance, when promotion is made or increased responsibility is placed upon an employee's shoulders. The object of the plan is to reward you in your present position for exceptional zeal and ability in the performance of the duties of such position.

Also let me impress upon you that the object of the plan is not to make it difficult for you to obtain a Class A rating. On the contrary, the plan is intended to detect your disqualifications and aid you in removing them. Unless you are an habitual offender, you will always find us eager to commute a demerit when we believe it has accomplished its purpose, namely, that of putting you effectually on your guard against

the recurrence of events similar to those which occasioned the demerit.

Mr. A. M. Hird will act as director of the prize money plan. Mr. Jack Dalton will be his assistant. Until further notice, Mr. Hird, Mr. Dalton, Mr. Leonard and Mr. Brown, unless absent or disqualified by personal interest, and myself, or appointee, will pass on all recommendations of demerits, all requests for hearings on such recommendations and all requests for commutation of demerits.

The responsibility for recommending demerits against you will rest primarily with your immediate superior, but it is also the duty of the General Sales Manager, Assistant General Sales Manager, Office Manager, Mr. Robinson, Mr. Hird, Mr. Dalton and myself to recommend a demerit where your superior officer has omitted to do so in a proper case.

In order that you may understand fully the grounds upon which demerits will be imposed, I have discussed on the following pages at considerable length the various subjects or qualities that appear on the score card.

The prize money plan is not simple. The principal reason for the failure of so called bonus plans, when applied to office employees, has been that their authors attempted to make the plans simple.

Life is not simple and when you undertake to achieve notable suc-

PRIZE MONEY PLAN

cess in life, you must recognize that you will have a good many complex problems to solve.

Frequently there will be difficulty in correctly classifying a proposed demerit and, where the episode involves a basic mental quality, tracing such episode to the proper basic quality for the purpose of registering a derivative demerit thereunder. It is one thing to know what our faults are; it is quite another thing to know what causes them, yet we must detect the causes, if we are to correct the faults. The prize

money plan should bring home to you unmistakably the basic causes of your shortcomings, if you have any, and for this reason is worth all of the pains required in correctly classifying the demerits.

In your present employment, some of the subjects or qualities on the score card may not apply to you, and in that case no demerits will be entered against you thereunder. However, if you are looking to the future and expect to earn promotion, it will do you no harm to study every subject.

[ATTACHMENT/ENCLOSURE]

PRIZE MONEY PLAN

Special Punitive Demerits

Concealing an Error

ANY employee who conceals an error of any description, which he has made, or aids another in concealing any error, will receive a punitive demerit of fifty points. On the other hand, if an employee promptly reports his error to his immediate superior, with a satisfactory plan for preventing similar errors in the future, commutation is practically certain, provided he is not an habitual offender.

Withholding Recommendation of a Demerit

Any department head or other person, having charge of the work of others, who, with knowledge of an episode warranting a demerit, fails to recommend such demerit, will receive a punitive demerit of fifty points.

Malicious Recommendation of a Demerit

Any person who, as a result of malice, ill feeling, jealousy or rivalry, recommends a demerit unjustly will receive a demerit of fifty points, or be dismissed, according to the circumstances of the case.

Punitive Demerits

Punitive demerits are not subject to commutation.

Note

Needless to say we reserve the right at any time to make such changes in the theory and method of the Prize Money Plan as circumstances may seem to us to render advisable.

WILLIAM MAXWELL

October 2, 1919.

[ATTACHMENT/ENCLOSURE]

MUSICAL PHONOGRAPH DIVISION
THOMAS A. EDISON, INC.

Employees' No. _____

Director of Prize Money Plan:

VOTE AND PLEDGE ON PRIZE MONEY
PLAN

Date _____

If your vote is
Yes, put cross
mark X opposite
YES; if No, put
cross opposite
NO.

YES	
NO	

I have carefully read and considered the explanation of the Prize Money Plan and in regard to its adoption I vote as indicated.

Signed _____

Department _____

IF YOU VOTE YES, PLEASE SIGN THIS
PLEDGE

If the Prize Money Plan is adopted, I pledge myself to be a good sport and to accept in good spirit any demerits that are entered against me or any criticism that is offered of my work. I want to do better work and earn more money. I recognize the Prize Money Plan as a means to that end.

Signed _____

Date _____

[ATTACHMENT/ENCLOSURE]

PRIZE MONEY SCORE CARD FOR PERIOD FROM _____ TO _____ NUMBER _____ NAME _____ DEPARTMENT _____ POSITION _____

CHIEF OBJECTIVES OF WORK AND PRINCIPAL CONSEQUENCES IF IMPROPERLY DONE

	Table of Objectives																				Totals			
	Derivative	Major	Minor	Reaction	Derivative	Major	Minor	Reaction	Derivative	Major	Minor	Reaction	Derivative	Major	Minor	Reaction	Derivative	Major	Minor	Reaction	Derivative	Major	Minor	Reaction
1. Concentration																								
2. Thoroughness																								
3. Faculty of Analysis																								
4. Logic of Mental Processes																								
5. Capacity to Conjecture																								
6. and Faculty of Considering																								
Outside View Point																								
7. Foresight																								
8. Capacity for Decision																								
9. Comprehensiveness of																								
Thought and Action																								
10. Result Getting Capacity																								
11. Guardianship of																								
Company's Property																								
12. Reasonableness																								
13. Mental Alertness																								
14. Imagination																								
15. Accuracy																								
16. Tenacity of Purpose																								
17. Accuracy																								
18. Initiative																								
19. Dispatch																								
20. Systematic Methods																								
21. Finish and Style of Work																								
22. Quality of Correspondence																								
23. Comprehension Speed																								
24. Diplomacy																								
25. Character																								
26. Reliability																								
27. Loyalty																								
28. Discretion																								
29. Industry																								
30. Ambition																								
31. Economy																								
32. Punctuality																								
33. Attendance																								
34. Freedom of Disposition																								
35. Attitude toward Demand																								
36. Concealing an Error																								
37. Withholding Demand																								
38. Meticulousness in Detail																								
39. Demand																								

[ATTACHMENT/ENCLOSURE]

MUSICAL PHONOGRAPH DIVISION
THOMAS A. EDISON, INC.

Recommendation of Demerit

Employee's No.

Director of Prize Money Plan:

Case No.

I recommend demerit of points against
of Department under Heading of
and Derivative Demerit of 5 points under Heading of for following reasons:

Signed

Date

Approved as follows:

Heading	Kind of Demerit	Amount of Demerit
.....
.....

Signed

Date

Carbon copy must be sent to person against whom demerit is recommended. Original must be attached to file copy of Notice of Demerit.

[ATTACHMENT/ENCLOSURE]

MUSICAL PHONOGRAPH DIVISION
THOMAS A. EDISON, INC.

NOTICE OF DEMERIT

Employee's No.

Case No.

Date.

Name

Department

The following demerits have been entered against you
upon the recommendation of
dated

Heading	Kind of Demerit	Amount of Demerit
.....
.....
.....

Remarks:

Signed

Date

Approved

Entered on Score Card on by

One carbon copy must be placed in employee's file and
another sent to person who recommended demerit.

Form 6 P.M.P. 4599-11-19

MUSICAL PHONOGRAPH DIVISION

THOMAS A. EDISON, INC.

REQUEST FOR HEARING ON RECOMMENDATION OF DEMERIT

Employee's No.

Case No.

Director of Prize Money Plan:

I request hearing on recommendation of demerit by Mr.
dated proposing demerit of points under Heading
of and Derivative Demerit of 5 points under Heading
of I believe I am entitled to a hearing for the following
reasons:

Date Signed

Carbon copy must be sent to person who recommended demerit.

Form 5 P.M.P. 458-11-19

[ATTACHMENT/ENCLOSURE]

MUSICAL PHONOGRAPH DIVISION
THOMAS A. EDISON, INC.

Request for Commutation of Demerit

Employee's No. _____

Case No. _____

Director of Prize Money Plan:

I request commutation of demerit of _____ points under
the Heading of _____ and Derivative
Demerit of 5 points under the Heading of _____
entered on _____ upon the
recommendation of Mr. _____

I propose the method set forth in the attached memorandum
as a means of preventing the occurrence of an episode
similar in character or principle to the one for which above
demerits were imposed.

Date _____ Signed _____

I believe method outlined will accomplish desired result; certify that, to the best of my knowledge and belief, no other demerit has ever been imposed on above person for a similar episode; and recommend that commutation of demerit be issued at end of _____ months, provided no similar episodes have occurred within that time.

Date _____ Signed _____

Department Head

Certificate to be executed at end of Probation period
before notice of commutation is issued.

To the best of my knowledge and belief, above employee
has from _____ to _____
been concerned in no episode similar in character or principle
to the one for which above demerits were imposed and I recommend
issuance of commutation of _____ points.
Date _____ Signed _____

Director of Prize Money Plan

Approved _____

This form, properly certified, must be attached to file
copy of Notice of Commutation in Employee's file. Carbon
copy of this form and accompanying memorandum should be
delivered by employee to Department Head when Request is
indorsed by latter.

[ATTACHMENT/ENCLOSURE]

Form 8 P.M.P.-4M-11-19

MUSICAL PHONOGRAPH DIVISION
THOMAS A. EDISON, INC.

Employee's No. _____

NOTICE OF COMMUTATION

Case No. _____

Date. _____

Name

Department

A commutation of _____ points has been entered on your score for the month of _____ in
connection with demerit of _____ points under Heading of _____
and derivative demerit of 5 points under Heading of _____
imposed upon you on _____

Date _____ Signed _____

Approved _____

One carbon copy must be attached to file copy of Notice of Demerit and placed in employee's file and
another copy sent to person who recommended demerit against which commutation applies.

Entered on Score Card on _____ by _____

[ATTACHMENT/ENCLOSURE]

MUSICAL PHONOGRAPH DIVISION
THOMAS A. EDISON, INC.

Notification of Absence on Company's Business

Employee's No. _____

I shall be absent on the following business _____

as follows:

Date and hours if less than a day	Place	Where I can be reached and at what hours
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

Signed _____

Date _____

A carbon copy should be sent to Office Manager. If Department Head or Superior Officer disapproves of proposed absence he will inform employee and Office Manager. Original should be sent to Director of Prize Money Plan to be placed in Employee's file.

[ATTACHMENT/ENCLOSURE]

Form 9 R.M.P.-2M-11-19

MUSICAL PHONOGRAPH DIVISION
THOMAS A. EDISON, INC.

Employee's No. _____

REQUEST FOR LEAVE OF ABSENCE

Date _____

I request leave of absence on _____
to apply against my vacation or sick leave (strike out to conform with facts) for following reasons:

Date _____ Signed _____

Date _____ Approved _____

Employee will be informed orally of decision of Superior Officer. If approved, this form must be sent to Office Manager, who will enter on vacation or sick leave record, as case may be, and will then place in employee's file.

_____ days debited against _____ of above.

Office Manager

[ATTACHMENT/ENCLOSURE]

MUSICAL PHONOGRAPH DIVISION
THOMAS A. EDISON, INC.

Explanation of Tardiness or Absence

Employee's No. _____

Date _____

I was tardy _____ minutes this _____

The reason was as follows: _____

I was absent _____ State when _____

without previous arrangements. The reason was as follows: _____

Signed _____

Date _____

Department Head or Superior Officer will either approve above or issue Recommendation of Demerit. If approved, this form should be sent to Office Manager, who, if he approves same, will file in Employee's file. If he does not approve, he will consult Department Head regarding issuance of Recommendation of Demerit. If such Recommendation is issued, this form should accompany same. Office Manager will debit absences against vacation or sick leave, according to circumstances.

Date _____ Approved _____

Date _____ Approved _____ Office Manager

_____ days debited against _____
of above.

Office Manager

31 December 1919

Mr. Edison:

The chapter, "Employing Men", in the attached book gives an outline of our method, although, for obvious reasons, it does not disclose all of the questions which we ask. However, in interviewing men, we do not attempt to conceal from them the object, or objects, of our questions, as we particularly desire the type of man who will quickly adapt himself to a situation. If he succeeds in fooling us at the first interview, we rely on discovering that fact in subsequent interviews. ^{and by our investigation of him} The first interview, as we conduct it, is a good deal like a "third degree" examination, although we observe the greatest courtesy and try to avoid making the applicant more uncomfortable than necessary.

You will notice that we are really using a questionnaire system, but are propounding the questions orally, in addition to which we "cross-examine the witness", if there seems to be any necessity for doing so. We do not waste much time with a man who does not promptly make a favorable impression upon us. This is on the theory that, for our work, we need men who make good "first impressions." I have used this method for about ten years, having adopted it before I came to this Company, and naturally have developed a more or less standard set of questions, but they are

-2-

not appropriate to a questionnaire, for the reason that they contemplate subsequent "cross-examination questions", based on the answers received to the standard questions.

You have certainly taken up a subject that is of great interest to me and I hope to profit by your work.

W. Maxwell.



WMA:GMM

Mr. Charles Edison, Chairman,
Board of Directors,
Thomas A. Edison, Inc.

Dear Mr. Edison:

I submit, herewith, budget covering the estimated expenses of the Musical Phonograph Division for our next fiscal year, which begins March 1, 1920. *Edison*

This is the third fiscal year for which we have presented an expense budget and I take some pride in the form of the attached figures. Great thanks are due the various department heads for the painstaking work they have done and I am particularly grateful to Messrs. Robinson and Hird for their patience in repeatedly revising, revamping and amending this budget, so that it might be presented to you in its present complete and graphic form.

I had intended to submit the budget, without comment, and I believe it is sufficiently comprehensive to justify that course. However, the magnitude of our advertising and sales promotion plans for the twelve months, beginning March 1st, and the consequent increase in our proposed expenditures seem to require a word of comment, as a matter of record, although the members of the Board are already familiar with such plans.

It is our object to clinch the supremacy of the New Edison in 1920. This seems the logical time to make the attempt. If we succeed, of which I have little doubt, our success will, in my opinion, prove the best possible insurance against the effect of "hard times" on our business in 1921, 1922 or 1923.

Should a marked business depression occur, prior to March 1, 1921, we are prepared to trim our expenses accordingly and all space contracted in magazines and farm papers is subject to cancellation at any time. In this connection, however, it is proper to state that a curtailment of our expenses could not be accomplished instantly, and that sixty to ninety days must elapse, before we could expect to experience the entire effect of a retrenchment policy. Considering this fact, we shall advise frequently with the Board and with Mr. Edison, individually, if events, at any time, reveal an alarming portent. While on this subject, I might remind you, although a reminder is probably unnecessary, that we have booked the jobbers' phonograph orders, for the calendar year of 1920, on a basis that should enable us to make them share the load with us, in case there are sudden unfavorable developments in general business conditions, for which we prove to be unprepared.

It will be observed that the proposed total increase in our expenditures includes an increase of \$240,000 for Interest and Discount and \$567,600 for Freight and Express. These increases are due entirely to our anticipated increase in volume. Should freight and express rates be advanced, and it does not seem advisable to advance our list prices, the additional freight and express charges would have to be borne by the jobbers.

As the items Interest and Discount, and Freight and Express, are "beyond control", in the sense that they rise and fall, automatically, with

December 1919

Mr. Edison
Maxwell
This budget is more elaborate than I had supposed -

the rise and fall of our volume., they should, obviously, be excluded from consideration, in analyzing the elements of expense that are immediately within our control.

When Interest and Discount, and Freight and Express are deducted, we find ^{nearly 80%} more than 80% of our proposed increase under the general head of Advertising. On pages 2 and 3 of the budget you will observe a complete analysis of our so called Advertising Expense.

Aside from the increased cost of printing and advertising and the greater quantity of printed matter, required by a rapidly increasing business, the most significant items in the Advertising subdivision of the budget are as follows:

<u>Electros. etc., and postage thereon</u>	<u>Increase</u> \$ 152,000
--	-------------------------------

Should this entire increase occur, it will mark the complete success of our plans to coordinate the advertising of our dealers with our magazine advertising in what, I believe, will be the most symmetrical and effective advertising campaign ever conducted in this country.

<u>Magazine Advertising</u>	326,940
-----------------------------	---------

To tell our story adequately this increased expenditure is necessary. I have gone over the list and schedule repeatedly and pared them down to the quick.

<u>Farm Paper Advertising</u>	143,325
-------------------------------	---------

I believe that this increase is needed to produce the effect which we seek in the farm field.

<u>Circularizing For Dealers</u>	47,300
----------------------------------	--------

This covers various novel and effective forms of circularizing, in return for which increased activity by dealers will be obtained. Some idea of these new plans has, no doubt, been gained from the minutes of the various sales meetings, but their complete presentation in the Salesman's Portfolio is really necessary to a satisfactory comprehension of them. This portfolio is now being prepared.

<u>Edison Re-Creation Concerts</u>	49,000
------------------------------------	--------

This is a revival of the Demonstrations, along lines which I believe will be extremely helpful to the business, not only in 1920, but also in years to come.

Tone Test Rebates

Increase
\$ 220,000

We intend to make 1920 the biggest of all years in the matter of Tone Tests. We never expect to have another year that will compare with 1920, so far as Tone Tests are concerned. This is our supreme effort on Tone Tests.

I think that none of the other items require comment, beyond the marginal notes which appear in the budget.

Concerning Ambrosia Advertising, I wish to say that we may desire to revise our figures on or about March 1st, as our plans are not, as yet, fully determined.

I submit this budget with a deep consciousness of the responsibility which I thereby assume. I have studied, analyzed and considered the situation for hours upon hours and my recommendation of the indicated expenditures represents the best judgment of which I am capable. I realize, in case my judgment proves erroneous, that the Company, by accepting my recommendations, may suffer a loss of profits before I can repair my error. Against this I am willing to stake my future with this Company and my reputation as a sales executive. In a relative sense I judge that the stakes are thus made equal.

There is one more point which should perhaps be covered in this memorandum, namely, that our manufacturing costs in 1920 may exceed the estimates upon which our present selling prices are based and, as it would probably be inadvisable to make another increase in our selling prices, before October 1, 1920, there may be an interval during which our percentage of profit is reduced below the average level which we seek to maintain. I do not, however, apprehend at the present time, that such conditions are likely to become so acute as to prevent us from showing an increase in our total net profit.

W. Maxwell.

CC to Messrs. T. A. Edison, S. B. Mambert, H. F. Miller and J. W. Robinson.

(1912)

Waller Miller -

Do the best you

Can to get some

More Pianos - 9

Speakers Grenkitt

about a bang or

Xylo to accent the

Piano Pianos playing

The Music where

a fox that was done

2

Mendocraft
Introducing the
Newest & Superior
Imaging and Maxwell

Edison Co is the only maker of
high grade Musical Records.

~~The only records that are perfect~~
~~the only records~~ ^{maker of} only records
that bring out fully the essence
which characterizes beautiful
Music -

~~The only~~ The Edison Co is the
~~only Co to produce~~ ~~the only~~
^{only Co} which does not use singers.

* whose voices are marred by
the tremolo defect.
No matter how celebrated a
singer may be, if the voice
becomes marred by the
production of conspicuous

32

tremolo, the E Co ~~will~~ will
not ~~issue~~ issue records
by these singers -

¶ Tremolo was one of the greatest
defects of the voice in singing.
In some ^{cases} the defect becomes
so prominent that in
^{singing} a sustained note
it is broken up into a series
of rapid sounds like the
bleat of a hairy goat.
¶ Such voices ~~the~~ the E
Co will not use even when
~~celebrated~~ etc the owner
has a great reputation x

3

Some Cos extensively advertise
singers who have ^{become} celebrated ~~in the~~ when
their voices were young
& pure, but have long
since lost them -
Etc -

4. Gibson says that of
the 3800 trial records
in his Collection there
is only 22 who sing ~~with~~
pure notes without
extraneous sounds & the
almost universal tremolo

4

effect, x The trill of a singer
is quite a different thing
from the tremolo x A trill
sang⁶⁶ is controlled by the
brain but the tremolo
is not within brain
Control & so far ^{has} there
has been no means found
for correcting -

When a flute, or a clarinet,
or Violin emit a long
sustained note it is
generally clear without
any wavy variation, whereas
most singers cannot
emit the ^{sustained} note without
breaking it up into a series

5

of Chatter, the number
of waves varies from 2
per second to as high as
12x10⁴ when at the latter
rate ^{the chatter} it can just be heard
& is not very objectionable
but masks the beauty
of the note, & when as a
singer it is very objectionable
could this defect ^{not} be
eliminated? Nothing
would exceed the beauty
of the human voice
in sounding music,
but until this is done
there will only be a
few singers in a century.

6

who will emit clear notes &
Patti was conspicuous
for emitting power notes
except in the lower part
of her scale & he never
would be induced to
sing any song requiring
the use of the C part
of her voice ^{which} was
imperfect & a wise
woman -

Talking Machines are sold by
Adolph ^{Mont} Edison by Mont Etc.
If you intend buying a Phonograph
listen to the New Edison
"The Effect, as some think it is a great one"

I think I better
present one Lab Model
& 25 Records

Mr. Edison:

Mr. Nomura, of Mitsui & Co.
was asking ^{You might ask} the other day if
a discount could be allowed on
a Monograph and records.
one of the big stores
in Japan in which
he is the young man who
called to see you a few weeks
ago. His father is President of
Mitsui & Co. Ltd.

Young man was next to Inaba in
rank. He is now manager
for sale to the highest
of Mitsui & Co. Ltd. and
is also the agent in Japan
for the sale of your records.

Sup. settling up the accounts of
the Woodward Plant.
Chicago, MacLennan & Co.

case where you would want
to present him with a disa-
rhythm and a dozen records?

I gave Inaba an
instrument and series several
years ago as a personal gift.
His widow took the instrument
to Japan.

MacLennan

Dear Charles:

Noted
G

I am overwhelmed to
find out that the "Old Man"
has deceived us all these years.

Hence these bitter tears!

o o o o o o
o o o o o o
o o o o o o

→ Mendenhall

o o o also tears -
o

Mr Edison ^P 1917 TAE - Dai
Reservings.

Please note that Committee
passed more of drawings
on 8698 the number you
rejected, than 8689 which
you passed as a special.

W. H. Miller

I know that very
I think I can claim a
little more experience
than the Committee Edison

Big Memo.

One price for song for
laboratory talent. has been
for several years \$40.00
per song. In as much as
all the other laboratories are
pay from 30 to 75 per
song I think we had
better do the same.
What do you say?

all right JAE

Edison General File Series
1919, Phonograph -- Edison Phonograph Works
[not selected] (E-19-57)

This folder contains meeting notices and other documents relating to the Edison Phonograph Works. The two items for 1919 consist of an annual meeting notice and a proxy form for Mina Miller Edison.

**Edison General File Series
1919. Politics (E-19-58)**

This folder contains correspondence and other documents concerning local and national politics, as well as Edison's opinions on political issues. Among the items for 1919 is a letter from former (and future) U.S. Secretary of War Henry L. Stimson regarding the commemoration of former president Theodore Roosevelt, who died on January 6. Also included is a telegram from U. S. senator and future president Warren G. Harding and other dignitaries requesting Edison to be an honorary member of an anti-Bolshevik committee. In addition, there are documents relating to the Federal Electric Railways Commission, established by the Wilson Administration in 1919 to deal with the precarious financial situation of numerous urban transit companies.

Other subjects mentioned in the documents include the adoption of the metric system, the Italian occupation of South Tyrol, the ratification of the Treaty of Versailles, the Victory Loan drive, and the Longworth bill to restrict the importation of German chemicals. The correspondents include Edison associate Samuel Insull, Charles L. Parsons of the American Chemical Society, William H. Short of the League to Enforce Peace, financier and mining engineer William Boyce Thompson of the Roosevelt Memorial Association, President Wilson's longtime secretary Joseph P. Tumulty, and Owen D. Young of General Electric Co.

Approximately 60 percent of the documents have been selected. The unselected items include unsolicited requests for Edison's opinion or endorsement, marked for no answer or for a standard response declining to take a position on the issue; routine letters from members of Congress acknowledging Edison's form letter on the metric system; and items duplicating the information in the selected documents.

Related material regarding the League of Nations and Victory Loan drive can be found in E-19-14 (Charities and Loans).

BROOKSON WINTHROP
HENRY L. STIMSON
EGERTON L. WINTHROP JR.
ALBERT W. PUTMAN
CHARLES T. BAYNE
GERARD ROBERTS
FRANCIS L. ROBERTS JR.
ALFRED L. LUDWIG

CHARLES J. HOURSE
ALLERTON LOTS
WILLIAM L. WOODWARD

Stinson
Law Office of
LAW OFFICE OF
WINTHROP & STIMSON
MUTUAL LIFE BUILDING, 103 LIBERTY STREET
NEW YORK
CABLE ADDRESS "WINSTIN"

John 4700
January 10, 1919.
Stinson

Thomas A. Edison, Esq.
Llewellyn Park,
West Orange,
New Jersey.

My dear Mr. Edison:

It has been suggested that it would be appropriate and dignified if the various meetings which will undoubtedly be held throughout the country in honor of Theodore Roosevelt, should be coordinated so that they will all be held on February 9, the date of the proposed joint meeting of Congress in his memory. In order to obtain such coordination, it has been suggested that a group of gentlemen who are known throughout the country, and who were friends or acquaintances of Mr. Roosevelt, send a telegram to the Governors of the various states suggesting that the meetings in their respective communities be so coordinated as to be held on that date.

OK 7/2/19
I have been asked, on behalf of Mr. Roosevelt's friends, to try to arrange for the sending of such a telegram and such coordination. I enclose a copy of a proposed telegram and of a list of the gentlemen who have been suggested as signers. Will you kindly wire me to-morrow whether you would be willing to have your name

T.A.E. -2

included as such a signer.

Very sincerely yours,

Henry L. Stevenson

HLS-F

(Enc.)

[ATTACHMENT/ENCLOSURE]

PROPOSED TELEGRAM

It has been suggested that the Memorial meetings which are now being proposed throughout the country to honor the memory of Theodore Roosevelt should if possible be coordinated so as to be held simultaneously on February ninth, the date of the proposed memorial service in Congress. This suggestion has the approval of Colonel Roosevelt's family and close friends. We therefore respectfully urge that you officially suggest the holding of such meetings in the various communities of your state simultaneously on February ninth, devoting that date to the honor of his memory as a great American.

[ATTACHMENT/ENCLOSURE]

LIST OF PROPOSED SIGNERS OF TELMOGRAM

Honorable William H. Taft;

"	Charles F. Hughes		
"	Franklin K. Lane (Secretary of Interior)		
"	John Sharp Williams (U.S. Senate)		
"	George F. Chamberlain (U.S. Senate)		
"	Henry Cabot Lodge	"	"
"	Frank Kellogg	"	"
"	Medill McCormack	"	"
"	Hiram Johnson	"	"
"	Champ Clark (Speaker)		
"	Henry Allen (Topeka, Kansas)		
"	Thomas A. Edison		
"	Oscar Straus		
	Cardinal Gibbons		
"	H.R. Merriek (of Chicago)		
"	James R. Garfield		
"	Julius Holt (New Yorker Herald)		
"	John Mitchell		

- CS January 3

Pat -

Very anxious to
publish in our Edison
Herald a few lines
from you about
Theodore Roosevelt - The
effort is being made now
to perpetuate his
memory in some
suitable way by
raising funds from
popular subscriptions
from his admirers -

E,
J,

[ATTACHMENT/ENCLOSURE]

Our country has never
produced a greater American
than Theodore Roosevelt. In every
phase of his life, in all his
utterances, and in his official
acts he typified the very spirit
of American, of virile manhood
from first to last, courageous
in his convictions and fearless
in action, he stood ^{as} a sturdy
representative of the essence of
Americanism. His memory should
and will be perpetuated to all

time as a shining example
to the people of the country
he loved so well.

[ATTACHMENT/ENCLOSURE]

(1919)

Roosevelt

Our country has never produced a greater American
than Theodore Roosevelt. In every phase of his life,
in all his utterances and in his official acts he typified
the very spirit of America. A virile manhood from first
to last, courageous in his convictions and fearless in action,
he stood as a sturdy representative of the essence of Americanism.
His memory should and will be perpetuated to all time as a
shining example to the people of the country he loved so well.

POSTAL TELEGRAPH - COMMERCIAL CABLES <small>CLEARENCE H. MACKAY, President</small>	
RECEIVED AT 11	DELIVERY NO. Harding 11
TELEGRAM	
<small>The Postal Telegraph Cable Company (Incorporated) transmits and delivers this message subject to the terms and conditions printed on the back of this Message.</small>	

This is a fast Day Telegram unless otherwise indicated by signal after the number of words—"N.L." (Night Lettergram) or "N.M." (Night Telegram). Page 10716

6NYWX 168HL 16 X 855a

NY New York NY Feb 27

Thos Edison, LLewellyn Park, WestOrange NJ.

*Mr Edison
See answer attached
McKewen*

No ans

Under the auspices of the National City Editors association we are organizing a national committee, Main object to kill the word bolsheviki throughout the United States we have the services of the associations fourteen thousand American newspapers will send 1000 speakers throughout the country distribute twenty million anti bolsheviki buttons in manufacturing and labor centers and other forcible channels every state is being organized among acceptance on our committee senators, Boindexter, Dupont, John Sharp Williams, Know, Hoke Smith Walcott, Sterling, Moses Vardaman, Wadsworth, Forty states governors F.A. Seiberling, Akron Ohio, Cleveland E Dodge, Tig Shonts, Coleman Dupont Dr John Wesley Hill, Cardinal Gibbons, John Gribbel and William Potter Philadelphia and hundreds of others! Our stationery goes to press Friday we will be honored if you wire suite 109 Waldorf Astoria the use of your good name as honorary member for the cause. It will help us.

Warren G Harding,
Chairman Theodore H Shonts Cleveland E Dodge Henry
Henry C Frick, Charles E Hughes, Wm H Walsh

2597-13541A

TELEGRAM

Regular ☐
CHECK
Night Letter ☐
WHICH
Day Letter ☐

Via

~~WALDORF~~ Postal Tel

Company

Date

191

Time

February 28, 1919.

Warren G. Harding,
Suite 109,
Waldorf Astoria Hotel,
New York, N.Y.

Mr. Edison in Florida Will return

in five weeks.

Edison Laboratory.

Sent 9:30 AM

*Note the Imperial Eagle
stamp on back
Hope it will be
taken by the
Justice for Tyrol!
Italians*

T

Tyrol, like Switzerland, has its own geographical and ethnographical character, formed by nature and history, which to preserve the whole civilised world should be highly interested in.

The future existence of Tyrolian national and intellectual life is seriously menaced. This little paradise, surrounded with mountains, the abode of a sound and strong rural population, is in danger of being torn to pieces inspite of its natural unity and contrary to the firm will of its inhabitants.

The behaviour of the Italians since their occupation of South Tyrol is such as to awake the suspicion that they intend annexing not only the Italian, but also the German part of Southern Tyrol up to the pass of Brenner-that is to say the territory which includes the ancient German commercial town of Bozen, the quaint old place Glurns, girded with walls, the world-renowned healthresort Meran, the old episcopal see of Brixen, Klausen, the picturesque rendez-vous of artists, and Brunneck crowned with ivy-overgrown castles.

The Italian government seems to be following up its plans of May 1915. This, certainly, corresponds with the pretensions the Italian imperialists have aspired to for many years, but is entirely at variance with the principles of peace laid down by president Wilson and accepted by the Allies, as well as by the Central Powers.

In this utmost distress we appeal to all the friends of an old and genuine nationality and to the international sense of justice.

Yea, we appeal to the conscience of the whole world for our just and holy cause.

We demand that an imperial dictatorship should not be allowed to decide upon the future of German South Tyrol, but that this right be justly left to a free plebiscite.

We claim justice for Tyrol!

We invite you, Sir, to assist us in this hard struggle by signing this proclamation and sending it back to us. Hereby you will serve not only the general interests of civilisation, but also of a durable peace.

Innsbruck (Landhaus I. 10/12) February 1919.

For the Tyrolese Land-Assembly



A handwritten signature in cursive script, appearing to read "G. G. G." or similar, written over a horizontal line.

POST OFFICE BOX 48
WALL STREET STATION



THE LIBERTY LOAN COMMITTEE

BENJAMIN SYMONS, CHAIRMAN
JAMES S. ALEXANDER
GEORGE F. DAKES
ALLEN D. FORDGE
WALTER E. FREW
DAVEY W. HIGARTMAN
J. P. MORGAN
REWARD PROSSER
CHARLES D. RACHIN
JACOB H. SCHIFF
FRANK A. VANDERLIP
KARL VOGEL
JAMES H. WALLACE
ALBERT H. WOOD
WILLIAM WOODWARD

GOVERNMENT LOAN ORGANIZATION
TREASURY DEPARTMENT
SECOND FEDERAL RESERVE DISTRICT
LIBERTY LOAN COMMITTEE
WAR SAVINGS COMMITTEE

120 BROADWAY
NEW YORK

April 9, 1919.

Mr. Thomas A. Edison,
Llewellyn Park,
New Jersey.

Dear Mr. Edison:-

If we could obtain your signature to the enclosed statement (with any changes you may care to make in it) it would be one of the most valuable pieces of publicity that we could get in our work of bringing home to the American people the urgency of the Victory Loan. If you are willing that the statement should be sent out under your name, will you please sign it and return it to this office.

Thanking you for anything that you may be able to do to assist us in advancing the cause of the Loan.

Yours very truly,

John N. Jones

Assistant Director of Publicity,
Second Federal Reserve District.

JPS/MJT

6923

TELEPHONE 4801 RECTOR

A. H. ANDERSON, DIRECTOR
EUF. ENESEN, VICE-DIRECTOR IN CHARGE OF
PUBLICITY AND WAR SAVINGS
ED. W. HEDDER, VICE-DIRECTOR IN CHARGE
OF SALES
MRS. JOHN T. PEAT, VICE-DIRECTOR IN CHARGE OF
WOMEN'S ACTIVITIES
ALBERT H. CHAMBERS, ASSISTANT TO THE DIRECTOR
RICHARD MORGAN, CHIEF CLERK
GILBERT B. BOGART, ASSISTANT DIRECTOR OF SALES
JOHN PRICE JONES, ASSISTANT DIRECTOR OF PUBLICITY
IN CHARGE OF PRESS, SPEAKERS
AND FEATURE BUREAU
RAYARD F. POPE, ASSISTANT DIRECTOR OF PUBLICITY
IN CHARGE OF ADVERTISING BUREAU
VERNON MUNROE, ASSISTANT DIRECTOR OF
WAR SAVINGS
JOHN A. SCHUMANN, JR., EXECUTIVE SECRETARY
DEPARTMENT OF SALES
FOSTER H. COFFIN, EXECUTIVE SECRETARY
DEPARTMENT OF PUBLICITY

[ATTACHMENT/ENCLOSURE]

The one important matter before America today is the Victory
Liberty Loan. *Let us push it thru & get it off our minds,*
~~I am confident that it will be over-subscribed. Amer-~~
~~icans do not do things by halves. We can then take a new~~
normal
start on a business basis.

W. F. T.
22222

The one important matter before America today
is the Victory Liberty Loan. Let us push it through
and get it off our minds. Then we can roll
up our sleeves and take a new start on a
normal business basis.


THE WHITE HOUSE
WASHINGTON

July 5, 1919

My dear Mr. Edison:

Permit me to acknowledge the receipt
of your letter of July 2d and to say that
I shall bring it to the attention of the
President at the first opportunity.

Sincerely yours,


Secretary to the President

Mr. Thomas A. Edison,
Orange, New Jersey.

July, 7, 1919.

Hon. Joseph P. Tumulty,
Secretary to the President,
The White House,
Washington, D. C.

Dear Mr. Tumulty:

Mr. Edison is quite mystified by your letter of the 5th instant in which you acknowledge the receipt of his letter of July 2nd. He does not recall having signed recently any letter addressed either to the President or to yourself.

Mr. Edison has requested me to write and ask you to kindly send him a copy of the letter to which you have referred in yours of July 5th. Kindly address it for my attention.

Sincerely yours,

Assistant to Mr. Edison.

William, Woodrow

T

THE WHITE HOUSE
WASHINGTON

Personal

July 10, 1919

OK

My dear Mr. Meadowcroft:

Responding to your letter of July 7th,
I am enclosing a copy of the letter of July
2d purporting to come from Mr. Edison.

Sincerely yours,

J. P. Morgan
Secretary to the President

Mr. William H. Meadowcroft,
Orange, New Jersey.

Enclosure:

7515

*Mr. Edison:
It is OK. You
signed such a form
letter at suggestion of
Charles.
Meadowcroft*

[ATTACHMENT/ENCLOSURE]

COPY.

From the Laboratory of
THOMAS A. EDISON

Orange, N. J. July 2, 1919.

Honorable Woodrow Wilson,
President of the United States,
Washington, D. C.

Sir:

The World Trade Club of San Francisco are endeavoring through legislation to bring about the exclusive use of the metric system in this country, and at their solicitation I am writing you for the purpose of urging legislation to that end. I have for years been in favor of the adoption of the metric system and would like to see it substituted for our present system.

Respectfully,

THOS. A. EDISON.

July 14, 1919.

Hon. Joseph P. Tumulty,
Secretary to the President,
The White House,
Washington, D.C.

My dear Mr. Tumulty:

Mr. Edison wishes me to thank you for your kind note of July 10th, with which you enclosed copy of the letter sent by Mr. Edison to the President under date of July 2d.

As you will undoubtedly have surmised, this letter of July 2d was a form which had been sent to Mr. Edison by The World Trade Club of San Francisco in regard to the adoption of the metric system. Mr. Edison had forgotten that he had signed this letter.

Yours sincerely,

Assistant to Mr. Edison.

A/7515.

CLASS OF SERVICE	SYMBOL
Telegram	
Day Letter	Blue
Night Message	White
Night Letter	N L

If none of these three symbols appear after the check number of words this is a telegram. Otherwise the character indicated by the symbol appearing after the check.

WESTERN UNION TELEGRAM

NEWCOMB CARLTON, PRESIDENT

GEORGE W. E. ATKINS, FIRST VICE-PRESIDENT

CLASS OF SERVICE	SYMBOL
Telegram	
Day Letter	Blue
Night Message	White
Night Letter	N L

If none of these three symbols appear after the check number of words this is a telegram. Otherwise the character indicated by the symbol appearing after the check.

RECEIVED AT *ESSEX AVE.,*
ORANGE, N. J.

102NY R 205 *ORANGE 43*

MQ CHICAGO ILLS 945AM JULY 22 1919

THOS A EDISON

ORANGE NJ

VERY IMPORTANT INDEED THAT ALL POSSIBLE INFLUENCE SHOULD BE BROUGHT TO BEAR ON THE FEDERAL COMMISSION NOW CONSIDERING SITUATION OF STREET RAILWAY INDUSTRY OF UNITED STATES MR JOHN H HARDYEE PRESIDENT AMERICAN ELECTRIC RAILWAY ASSOCIATION AND MR RANDALL MORGAN HAVE ASKED ME TO URGE UPON YOU THE DESIRABILITY OF YOUR SENDING LETTER TO FEDERAL COMMISSION SETTING FORTH THE NECESSITY OF INCREASED STREET RAILWAY FARES OWING TO NECESSITY FOR INCREASED WAGES AS RESULT OF EXTREMELY HIGH COST OF LIVING UNDERSTAND THAT EITHER MR C A COFFIN OF GENERAL ELECTRIC COMPANY OR MR OWEN D YOUNG ONE OF HIS VICE PRESIDENTS WILL COMMUNICATE WITH YOU ON SUBJECT THIS MORNING THE SITUATION THROUGHOUT UNITED STATES OF ELECTRIC RAILWAY INDUSTRY IS EXTREMELY SERIOUS AND CRITICAL AND IT IS VERY IMPORTANT THAT PRESIDENT WILSON'S COMMISSION LOOKING INTO THE MATTER SHOULD HAVE PRESENTED TO THEM IN THE STRONGEST POSSIBLE WAY THE POSITION OF THE INDUSTRY WHILST I AM VERY LOATH TO ASK YOU AT ANY TIME TO DO ANYTHING OF THIS CHARACTER I STRONGLY BELIEVE THAT THIS IS

CLASS OF SERVICE	SYMBOL
Telegram	
Day Letter	Blue
Night Message	White
Night Letter	N L

If none of these three symbols appear after the check number of words this is a telegram. Otherwise the character indicated by the symbol appearing after the check.

WESTERN UNION TELEGRAM

NEWCOMB CARLTON, PRESIDENT

GEORGE W. E. ATKINS, FIRST VICE-PRESIDENT

CLASS OF SERVICE	SYMBOL
Telegram	
Day Letter	Blue
Night Message	White
Night Letter	N L

If none of these three symbols appear after the check number of words this is a telegram. Otherwise the character indicated by the symbol appearing after the check.

RECEIVED AT *ESSEX AVE.,*
ORANGE, N. J.

102NY R *ORANGE 43*

-2-

AM EMERGENCY THAT WOULD FULLY JUSTIFY YOU IN COMING TO THE ASSISTANCE OF THE INDUSTRY WHICH OWES SO MUCH TO YOU AND WHAT YOU WERE ABLE TO ACCOMPLISH YEARS AGO IN CONNECTION WITH ELECTRIC TRACTION

SAMUEL INSULL

1262PM

(25)

Telegram

July 22/19

Samuel Insull

72 West Wabash St, Chicago

Will do anything I can

You might arrange with
Edward Marshall, head
of the most important
Newspaper Syndicate
Syndicate to interview
me on the subject,

Edison

7/22/19

Sent 7/22/19

2.45 PM W.M.

(10)

611 Telegram.

July 22/19

Samuel Insull

Edward Marshall's address
is Room 712 Times Building
New York.

McDonough

2.11.19
7/22/19

Call Address "Edison, New York"

From the Laboratory
Thomas A. Edison,

Orange, N.J. July 22, 1919.

Federal Electric Railway Commission,
Washington, D.C.

Gentlemen:

Because I played a part in the creation of the electric railway industry, which you are investigating, I feel justified in submitting to you my views on a situation which is rightly causing alarm to all thinking men.

I have watched the development of the electric railway from the time that my early experiments at Menlo Park convinced me that electricity was to furnish the power by which the transportation systems of the Nation would eventually be operated. I have followed the improvements in methods and apparatus that have made possible the modern railway and consequently the astounding growth of our communities and have brought health, comfort and convenience to the City dwellers.

These improvements have been the result of enterprise, initiative and genius on the part of individuals spurred to their task by the hope of reward held out to them by the public. Modern urban and interurban transportation has been possible because its development offered an incentive to the man whose efforts were necessary to its success. If this incentive is withdrawn the development will cease and the public will be the ultimate sufferer.

It seems to me, therefore, incredible that there should be any question as to the continuance of the support that the public has heretofore given builders and operators of these utilities or that there should be any question of denying to the owners of these properties a fair return upon their investment and such a reward for their enterprise as will incite to renewed efforts in the perfection of this system of transportation.

It seems to me to be beyond dispute that in this era of higher prices an immediate increase in fares for electric railways is necessary in order that they may provide the service required of them. If this be true, I have faith enough in the foresight and business wisdom of

not sent-
//

as suggested
by Mr. Morrison

the American people to believe that they will not oppose such increase once they are informed as to the reasons which make it necessary.

To put these reasons before them is the province of your body, which, bearing as it does the Commission of the President of the United States, must command public confidence and I have no doubt that as a result of our efforts there will come an understanding of the conditions by the public that will make a satisfactory readjustment of the situation possible.

The service furnished by electric railways is an essential one for there is nothing now existing or forecasted in my opinion that can take its place.

Respectfully,

Mr. Edison:

George Morrison wanted me to say to you that a letter from you, supplemented by an interview given to Marshall, would be of great assistance.

He says that Mr. Young, one of the Vice Presidents of the G. E. Co. and Marshall and his associates have been working incessantly on this matter since last August,

and had made good headway with Mr. Adoo, and then he resigned.

Meadowcroft

12

I have been very much interested in the great advance of the Electricity since I first built one at Mendon Park NJ in 1880.

The systems, operation, & apparatus has now reached great perfection. Some of the greatest Engineers in the Country have given almost the whole of their life to attain this end. The end is not yet reached. The great trunk lines will in time be added to the Electric Domain. It is to the great advantage to the public that every encouragement be given

2
to those who ^{have} ^{will} ^{still further} ^{perfect} so
provision in the further
perfection of this flexible &
highly economical system
(already our natural ^{of power})
fuels are conserved to a
great extent & all the
power of water falls
utilized.

At the present time the
Electric Railway industry
has reached a serious
stage. Everything has
stopped ^{advancing} countless millions
of dollars based on this
industry are held by
conservative investors of funds.

3.
who are possessed of a dread for the future.
Etc, no negro capital can
be obtained except in
special cases -

The iron clad contracts ~~between~~
the roads and the factories
made ^{in the previous days} under normal
conditions have no ^{protective} clause
against the ~~most~~ greatest
change that has taken
place in Centuries, and the
The Municipalities can
expect their ground of
pleasure if they so desire
with the ill-natured & corrupt
of these organizations.
But the spirit that is
in the world is against them.
We are now all trying to

4
... if anything is necessary all above ^{difficult}
play fair or I hope ^{if everything all above} the
Commission will succeed
in ^{obtaining} ~~obtaining~~ conditions
^{in the previous days} ~~in the previous days~~ that while this
industry shall not gain
with the slightest depression any
profit due to the war
that it shall be permitted
to ~~earn~~ to earn the
normal ~~same~~ price was paid
even if that profit has
now less purchasing
power Very truly
Yours

This sheet
was left out by ^{him}
Hera

4
play fair, if suffer we must let us all
suffer alike if prosperity comes all
should participate, in a like manner

I hope the Commission will
succeed in ~~bringing this about~~
~~in the electric railway field,~~ +
while the railway ~~should~~

that the companies should be
~~permitted to earn the normal~~
~~profit they did before the war~~
~~and that they should be placed~~

understanding on the feet against
this in the ~~past~~ ~~past~~ ~~past~~
stagnation give ~~us~~ ~~us~~ ~~us~~ plenty of
Capital, new ~~enterprises~~ ~~enterprises~~
will go on new things will be
perfected + introduced, the
better Americans who work all

5
day + far in to the night is forever pushing
that great ~~time~~ ^{time} illustrating
the rise of the American nation
in wealth + prosperity up ~~to an~~
~~height of 30 degrees~~ always
higher + still higher,

[ATTACHMENT/ENCLOSURE]

I have been very much interested in the ^{progress made} great advances

^{by} of the electric railways since I first built one at Menlo Park, N.J.,
in 1880.

The systems, operation and apparatus have now reached
great perfection. Some of the greatest Engineers in the Country
have given almost the whole of their lives to attain this end. The
end is not yet reached. The great trunk lines will, in time, be
added to the electric domain. It is to the greatest advantage
to the public that every encouragement be given to those who have,
and will ^{still} further act as pioneers in the further perfection
of this flexible and highly economical system of power distribution,
whereby our natural fuels are conserved to a greater extent and all
the power of water falls utilised.

[ATTACHMENT/ENCLOSURE]

-2-

At the present time the electric railway industry has reached a serious stage. Everything has stopped advancing. Countless millions of securities based on this industry are held by conservative investors, families, etc., who are possessed of a dread for the future. No more capital can be obtained, except in special cases.

The ironclad contracts between the roads and the Cities made in the pioneering days under normal conditions, have no protective clause against the greatest change that has taken place in centuries, due to the World War. The municipalities can exact their pound of flesh if they so desire, with the ultimate bankruptcy of these organisations, but the spirit that is new abroad in the World is against this. We are now all trying to play fair. If suffer we must, let us all suffer alike. If prosperity comes, all should

[ATTACHMENT/ENCLOSURE]

-3-

participate in a like manner.

I hope the Commission will succeed in placing this industry on its feet again. This, in its turn, will stop stagnation; give the roads stability to raise plenty of capital; new extensions will go on; new things will be perfected and introduced, the restless

Americans who work all day and far into the night, are forever pushing that great line illustrating the rise of the American Nation in wealth ^{higher} ~~and~~ prosperity, ^{if 30 degrees angle} ~~always higher and still higher~~.

T. A. G.

July 23, 1919.

Mr. O. D. Young,
Wardman Park Hotel,
Washington, D.C.

Dear Mr. Young:

In accordance with Mr. Coffin's suggestion,

I am sending you the enclosed letter from Mr. Edison,
addressed to the Federal Electric Railway Commission,

Yours very truly,

Assistant to Mr. Edison.

A/7578

[ATTACHMENT/ENCLOSURE]

Call Address "Edison, New York"

*From the Laboratory
Thomas A. Edison,*

Orange, N.J. July 22, 1919.

Federal Electric Railway Commission,
Washington, D.C.

Gentlemen:

I have been very much interested in the progress made by the electric railways since I first built one at Menlo Park, N.J., in 1880.

The systems, operation and apparatus have now reached great perfection. Some of the greatest Engineers in the Country have given almost the whole of their lives to attain this end. The end is not yet reached. The great trunk lines will, in time, be added to the electric domain. It is to the greatest advantage to the public that every encouragement be given to those who have and will still further act as pioneers in the further perfection of this flexible and highly economical system of power distribution, whereby our natural fuels are conserved to a greater extent and all the power of water falls utilized.

At the present time the electric railway industry has reached a serious stage. Everything has stopped advancing. Countless millions of securities based on this industry are held by conservative investors, families, etc., who are possessed of a dread for the future. No more capital can be obtained, except in special cases.

The ironclad contracts between the roads and the Cities made in the pioneering days under normal conditions, have no protective clause against the greatest change that has taken place in centuries, due to the World War. The municipalities can exact their pound of flesh if they so desire, with the ultimate bankruptcy of these organizations, but the spirit that is now abroad in the World is against this. We are now all trying to play fair. If suffer we must, let us all suffer alike. If prosperity comes, all should participate in a like manner.

[ATTACHMENT/ENCLOSURE]

-2-

I hope the Commission will succeed in placing this industry on its feet again. This, in its turn, will stop stagnation; give the roads stability to raise plenty of capital; new extensions will go on; new things will be perfected and introduced; the restless Americans who work all day and far into the night are forever pushing higher and higher that great line of 30 degrees angle, illustrating the rise of the American Nation in wealth and power.

Yours very truly,

HAA

WESTERN UNION DAY LETTER

Form 2599 J

GEORGE W. C. ATKINS, VICE-PRESIDENT NEWCOMB CARLTON, PRESIDENT BELVIDERE BROOKS, VICE-PRESIDENT

RECEIVER'S No.	TIME FILED 11:20-AM	CHECK
----------------	------------------------	-------

SEND the following Day Letter, subject to the terms on back hereof, which are hereby agreed to

Chicago, Ill., July 28, 1919. 191

To Thomas A. Edison
Orange, N.J.

Was very much obliged to you for telegram.

Will get matter straightened in direction you suggest.

Samuel Insull.

Forward to Mr. Edison

SENDER'S ADDRESS
FOR ANSWER

SENDER'S TOLL
PHONE NUMBER

CLASS OF SERVICE SYMBOL	
Telegram	Blue
Day Letter	Blue
Night Message	Blue
Night Letter	N. L.

If none of these three symbols appears after the check number of words this is a Telegram. Clear what is to be transmitted by the symbol appearing after the check.

WESTERN UNION TELEGRAM

NEWCOMB CARLTON, PRESIDENT

GEORGE W. E. ATKINS, FIRST VICE-PRESIDENT

CLASS OF SERVICE SYMBOL	
Telegram	Blue
Day Letter	Blue
Night Message	Blue
Night Letter	N. L.

If none of these three symbols appears after the check number of words this is a Telegram. Clear what is to be transmitted by the symbol appearing after the check.

RECEIVED AT
NYC 100SNL 55X ORANGE, N. J.
S1 NEW YORK NY AUG 13 1919
MR THOMAS EDISON

LLWELYNPARK ORANGE NJ
WILL YOU JOIN EX PRESIDENT TAFT EX ATTORNEY GENERAL WICKERSHAM PRESIDENT LOWELL OF HARVARD AND OTHER LEADING AMERICANS IN SIGNING FOLLOWING MANIFESTO WHICH IS CONFIDENTIAL UNIL GIVING OUT BY LEAGUE IMMEDIATE REPLY NECESSARY WIRE ANSWER COLLECT STATEMENT FOLLOWS QUOTE IN THE SENATE AT WASHINGTON NOW THAT THE PRESIDENT HAS SPOKEN THE LINES ARE SHARPLY DRAWN BETWEEN THE IMMEDIATE RATIFICATION OF THE TREATY OF PEACE WITH GERMANY OR ITS AMENDMENT WITH ADOPTING OF NEGOTIATIONS THAT WOULD BRING DELAY IN SETTLING THE GREAT ISSUES OF THE PEACE NO PARTISAN PLEA CAN BE MADE PARTY LINES ARE ALREADY BROKEN STANDING AT A DISTANCE FROM THE CONFLICT IN THE SENATE CHAMBER WE PLEAD FOR IMMEDIATE RATIFICATION WITHOUT AMENDMENT AND WITHOUT DELAY OUR LAND REQUIRES IT A STATE OF NEIGHBOUR STRAIN TENSION AND UNREST EXIST MANIFESTING ITSELF IN DISTURBANCES WHICH IN SOME CASES HAVE NO SELF EVIDENT CONNECTION WITH THE WAR BUT WHICH ARE IN FACT ITS AFTERMATH THE WORLD IS PUT IN IMMINENT PERIL OF NEW WARS BY THE LAPPE OF EACH DAY DISSENTIONS BETWEEN US AND OUR FORMER ALLIES ARE BEING SOWN WE FIRMLY BELIEVE AND SOLEMNLY DECLARE THAT THE STATES AND CITIES IN WHICH WE WELL DESIRE IMMEDIATE PEACE THE WAGING OF WAR SEADED AND UNITED THE AMERICAN PEOPLE PEACE WILL BRING PROSPERITY AND PROSPERITY CONTENT DELAY IN THE SENATE POSTPONING RATIFICATION IN THIS UNCERTAIN PERIOD OF NEITHER PEACE NOR WAR

CLASS OF SERVICE SYMBOL	
Telegram	Blue
Day Letter	Blue
Night Message	Blue
Night Letter	N. L.

If none of these three symbols appears after the check number of words this is a Telegram. Clear what is to be transmitted by the symbol appearing after the check.

WESTERN UNION TELEGRAM

NEWCOMB CARLTON, PRESIDENT

GEORGE W. E. ATKINS, FIRST VICE-PRESIDENT

CLASS OF SERVICE SYMBOL	
Telegram	Blue
Day Letter	Blue
Night Message	Blue
Night Letter	N. L.

If none of these three symbols appears after the check number of words this is a Telegram. Clear what is to be transmitted by the symbol appearing after the check.

RECEIVED AT
NYC 100SNL 55X ORANGE, N. J.
S1 NEW YORK NY AUG 13 1919
SHEET TWO

HAS RESULTED IN INDECISION AND DOUBT BRED SIFRE AND QUICKENED THE CUPIDITY OF THOSE WHO SELL THE DAILY NECESSITY OF LIFE AND THE FEARS OF THOSE WHOSE DAILY WAGE NO LONGER FILLS THE DAILY MARKET BASKET WE BESECH THE SENATE TO GIVE THE LAND PEACE AND CERTAINTY BY AN IMMEDIATE RATIFICATION WHICH WILL NOT KEEP US LONGER IN THE SHADOWS OF POSSIBLE WARS BUT GIVE THE WHOLE WORLD THE LIGHT OF PEACE DOUBT MAY EXIST AS TO WHETHER RESERVATIONS IN THE NATURE OF CLARIFICATION IN THE MEANING OF THE TREATY NOT INCONSISTENT WITH ITS TERMS WILL OR WILL NOT REQUIRE THE OPENING OF THE NEGOTIATIONS WITH GERMANY AND WITH OUR ASSOCIATES IN THE WAR WHICH WE ALL AND EACH UNITED TO WIN BUT THERE IS NO POSSIBILITY OF DOUBT THAT THE AMENDMENT OF THE TREATY AS IS NOW PUBLICLY AND OPENLY PROPOSED IN THE SENATE COMMITTEE ON FOREIGN RELATIONS WOULD REQUIRE NEGOTIATION REOPENING ALL THE QUESTIONS DECIDED AT PARIS MONTHS OF DELAY WOULD FOLLOW THE PEOPLES OF THE PRESENT WOULD BECOME THE DEADLY DAMNERS OF THE NEAR FUTURE ALL THE DOUBT THE PLOTS FOR VIOLENT REVOLUTION IN THIS AND OTHER LANDS THE ISSUES HERE AND ELSEWHERE BETWEEN CAPITAL AND LABOR THE CONSPIRACY OF SPECULATOR AND PROFITEER WOULD ALL GROW AND BECOME MORE PERILOUS THIS CANNOT BE THE AMERICAN PEOPLE CANNOT AFTER A VICTORIOUS WAR PERMIT ITS GOVERNMENT TO PETITION GERMANY WHICH HAS ACCEPTED THE TREATY FOR ITS CONSENT TO CHANGE IN THE COVENANT AND TREATY YET IF THE UNITED STATES SHOULD AMEND THE TREATY FOR ITS OWN PURPOSE AND POLICY GERMANY WOULD HAVE FULL RIGHT TO ASK FOR CONCESSIONS

CLASS OF SERVICE	SYMBOL
Telegram	
Day Letter	Blue
Night Message	White
Night Letter	N L

WESTERN UNION TELEGRAM

NEWCOMB CARLTON, PRESIDENT

GEORGE W. E. ATKINS, FIRST VICE-PRESIDENT

Form 1201

CLASS OF SERVICE	SYMBOL
Telegram	
Day Letter	Blue
Night Message	White
Night Letter	N L

If none of these three symbols appears after the check (under or within the message), the operator should immediately after the check.

RECEIVED AT

401 N. 11TH ST. & COSSA TOWER
ORANGE, N. J.

27NYC

TELEPHONE ORANGE 4301 SHEET THREE

GERMANY HAS AGREED TO MAKE NO CLAIM IN REGARD TO ENEMY PROPERTY SEIZED IN THIS COUNTRY TO AN AMOUNT OF A BILLION ONE HUNDRED MILLION DOLLARS OUR RECENT FOE COULD ASK FOR A REOPENING OF THIS ISSUE AND OF THE LUSITANIA CLAIMS IT COULD RAISE EVERY QUESTION OPEN BEFORE HOSTILITIES IN REGARD TO SUBMARINE WARFARE AND THE TREATMENT OF ITS NATIONALS IN THIS COUNTRY ALL THE PROVISIONS FOR OUR TRADE IN GERMANY RAISED BY THE ECONOMIC CLAUSES OF THE TREATY MANY OF THEM VITAL TO OUR INDUSTRIES AND OUR FARMS AS IN DYE PATENTS DYE SUPPLIES AND FERTILIZER THE WORKING OF THE REPARATION COMMISSION WHICH SUPERINTENDS THE TRADE OF ALL WITH GERMANY SO AS TO MEET THE DEBTS OF GERMANY TO ALL EACH CLAUSE RELUCTANTLY GERMANY COULD ALL BE BROUGHT UP BY HERLIN FOR READJUSTMENT BY OUR NEGOTIATORS ACTING FOR THE UNITED STATES ALONE AND NO LONGER ASSOCIATED WITH OTHER VICTORIOUS POWERS NOR SUPPORTED BY A VICTORIOUS AMERICAN ARMY ON THE GERMAN BORDER OUR TRADE WITH GERMANY OUR SECOND LARGEST CUSTOMER BEFORE THE WAR AND IN ITS PRESENT NEEDS LIKELY TO BE THE LARGEST CANNOT BEGIN ON ANY FREE AND GENERAL SCALE UNTIL CONSULS ARE APPOINTED AND CONSULATORS OFFICERS CANNOT BE APPOINTED UNTIL RATIFIED TREATY BRINGS PEACE, PEACE ITSELF THE PEACE OF THE WORLD IS HALTED UNTIL RATIFICATION COMES AND ANY AMENDMENT POSTPONES PEACE TO NEGOTIATION GERMANY AND ENGLAND ALONE OF THE PRINCIPAL POWERS HAVE RATIFIED THE OTHER PRINCIPALS NECESSARY AWAIT OUR ACTION DOMINATE AS WE ARE TODAY IN THE WORLDS AFFAIRS THE

K

CLASS OF SERVICE	SYMBOL
Telegram	
Day Letter	Blue
Night Message	White
Night Letter	N L

WESTERN UNION TELEGRAM

NEWCOMB CARLTON, PRESIDENT

GEORGE W. E. ATKINS, FIRST VICE-PRESIDENT

Form 1201

CLASS OF SERVICE	SYMBOL
Telegram	
Day Letter	Blue
Night Message	White
Night Letter	N L

If none of these three symbols appears after the check (under or within the message), the operator should immediately after the check.

RECEIVED AT

401 N. 11TH ST. & COSSA TOWER
ORANGE, N. J.

27NYC

TELEPHONE ORANGE 4301

RAVAGES OF WAR ON MORE THAN A SCORE OF FIGHTING FRONTS ARE CONTINUED BY ANY NEEDLESS DELAY LET THE SENATE GIVE THE WORLD PEACE BY RATIFICATION WITHOUT AMENDMENT SINCE AMENDMENT DELAYS PEACE EVEN THE AMENDMENT FOR WHICH MOST CAN BE SAID ON THE PROVISION IN REGARD TO SHANTUNG WILL SECURE NOTHING WHICH CANNOT BE GAINED IF CHINA BACKED BY THE POWERFUL ADVOCACY OF THE UNITED STATES ADDRESSES ITSELF TO THE MACHINERY FOR RIGHTING INTENTIONAL WRONGS AND MEETING JUST CLAIMS CREATED BY THE COVENANT BETWEEN NATIONS CHINA AFTER 80 YEARS OF OPPRESSIVE TREATIES AND DESPOILED RIGHTS BY WHICH ALL THE GREATER POWERS HAVE PROFITED DIRECTLY OR INDIRECTLY HAS FOR THE FIRST TIME IN THIS COVENANT AND TREATY THE MEANS AND METHOD TO SECURE JUSTICE AND THE REMOVAL OF THE OPPRESSIVE ECONOMIC INTERFERENCE OF STRONGER NATIONS WHOSE CITIZENS ARE WITH IN HER GATES PROTECTED BY A LONG SUCCESSION OF INTENTIONAL AGREEMENTS MOREOVER IT SHOULD BE REMEMBERED THAT THE CLAUSE REGARDING SHANTUNG IS MADE UP ON THE STATEMENT BY JAPAN THAT SHE WILL RETURN THE TERRITORY TO CHINA AND THEREUPON THAT CONDITION JUSTICE AND EXPEDIENCY THE PEACE OF THE PRESENT AND THE RIGHTOUSNESS OF THE FUTURE CAN BE BEST MET BY THE RATIFICATION OF THE COVENANT AND TREATY WITHOUT AMENDMENT AND WITHOUT ANY ACTION THAT WILL GIVE ANY PARTY TO THE TREATY AND ESPECIALLY GERMANY GROUND FOR CLAIMING THAT THE RATIFICATION OF THE UNITED STATES IS NOT COMPLETE AND BINDING OR THAT CHANGES REQUIRING NEGOTIATION HAVE BEEN MADE IN IT

WILLIAM H. SHORT, SECRETARY LEAGUE TO ENFORCE PEACE. 9A

to Wm H Short
may desire to enforce
Pena NY

I again received I will join
Messrs Taft Wickensham
Knox or the other leading
Americans in signing the
proposed manifesto ~~with~~
asking the senate to confirm the
league or treaty without
amendments,

But I also do not see why
the senate could not
without making it a part
of the treaty, clearly ~~to~~
define their understanding of
it in any way they think
proper at some future time
when moral obligations arise
this understanding would
be useful -

Yours
J. A. Eden

Phoned in
to Mr Short
Sat 12
PM

L

August 20, 1919.

Mr. William H. Short, Secretary,
League to Enforce Peace,
130 West 42d Street,
New York, N.Y.

Dear Mr. Short:

Following my telephone conversation with your Miss Handy this morning, Mr. Edison has received your Night Letter with reference to the proposed manifesto, asking the Senate to confirm the League and Treaty without Amendments.

In answer to this Night Letter, Mr. Edison has given me the following to transmit to you, and which I have already done through Miss Handy. The message is as follows:

"Mr. Wm. H. Short,
Secretary, League to Enforce Peace,
New York, N.Y.

Telegram received. I will join Messrs. Taft, Wickerham, Lowell and the other leading Americans in signing the proposed manifesto asking the Senate to confirm the League and Treaty without Amendments. But I also do not see why the Senate could not without making it a part of the Treaty, clearly define their understanding of it in any way they think proper. At some future time when moral obligations arise, this understanding would be useful.

Thos. A. Edison"

Yours very truly,

Assistant to Mr. Edison.

Roosevelt, T.
~~"On this the American flag, one language, the language of the Declaration of Independence, one equality, equality to the American people."~~
 Vice Presidents WILLIAM H. TAYLOR CHARLES E. HUGHES Vice Presidents HENRY CABOT LODGE JOHN MITCHELL ALBERT HERMAN W. JOHNSON JOHN T. KING
 The WILLIAM BOYCE THOMPSON The PRES. WILLIAM LEON, JR. The ALBERT H. WOOD (Chair National Back) Sec. HARRY M. BLAIR Joint Sec. WHEELER H. PLATE

ROOSEVELT MEMORIAL ASSOCIATION

ONE MADISON AVENUE, NEW YORK CITY, TELEPHONE GRAMERCY 6636



August 28, 1919

*Day I did not know Mr. Roosevelt
 cannot furnish any terms
 which would be of interest*

Mr. Thomas A. Edison,
 Llewellyn Park,
 West Orange, N. J.

My dear Mr. Edison:-

As the Roosevelt Memorial movement approaches the date of October 20th, we find that we require statements from a number of prominent friends of the late Colonel Roosevelt.

We are anxious to have this statement about two hundred and fifty to three hundred words in length. The feature of the statement may be any phase of Roosevelt's life or activities that you are familiar with. Enclosed please find a booklet containing information about the campaign.

We hope you will be able to help us in this way and let us have your statement at as early a date as possible.

Thanking you, I remain,

Very truly yours,

Wm. Boyce Thompson
 President.

Encl. 1
 J.D.

JOSEPH W. ALSTON
 RUDOLPH BISHOP
 JOHN S. CRAWFORD
 T. CORMAN DU PONT

MISS FRANK A. GIBSON
 JAMES F. GOODRICH
 HERMAN HODGSON JR.
 GEORGE HARVEY

EXECUTIVE COMMITTEE

WILLIAM LEON, JR.
 MISS MCDONALD
 JOHN MITCHELL
 DOROTHY W. MORROW

GEORGE PINCHOT
 ELIUD ROOT
 MISS G.A. SUGARMAN
 HARRY F. SINCLAIR

PHILIP B. STEWART
 HENRY L. STINSON
 WILLIAM BRUCE SWINNEY
 HENRY C. WALLACE

ALBERT H. WOODIN
 LUKE E. WRIGHT
 WILLIAM WINGFIELD, JR.
 GEORGE LEONARD WOOD

Form 1294

CLASS OF SERVICE	SYMBOL
Telegram	
Day Letter	Blk
Night Message	Rd
Night Letter	W.L.

If none of these three symbols appears after the check number of words this is a telegram. Otherwise the character following the symbol appearing after the check-

WESTERN UNION TELEGRAM

NEWCOMB CARLTON, PRESIDENT

GEORGE W. E. ATKINS, FIRST VICE-PRESIDENT

CLASS OF SERVICE	SYMBOL
Telegram	
Day Letter	Blk
Night Message	Rd
Night Letter	W.L.

If none of these three symbols appears after the check number of words this is a telegram. Otherwise the character following the symbol appearing after the check-

RECEIVED AT 10K MAIN ST. & ESSEX AVE.,
ORANGE, N. J.

35NYC 94ML TELEPHONE ORANGE 4381
S1 NEWYORK NY NOV 21 1919
THOMAS A EDISON

LEWELLYN PARK ORANGE NJ
WILL YOU JOIN FIFTY OTHER NATIONALLY KNOWN MEN AND WOMEN
AS MEMBER OF QUOTE EMERGENCY COMMITTEE TO SAVE PEACE TREATY
UNQUOTE BEING ORGANIZED BY LEAGUE TO ENFORCE PEACE AND AUTHORIZE
YOUR SIGNATURE TO FULL PAGE ADVERTISEMENTS IN DAILY PAPERS THROUGHOUT
NATION MAKING NONPARTISAN APPEAL THAT THE EIGHTY FIVE OF TREATY IN
SENATE AND VOTED FOR RATIFICATION IN SOME FORM SHALL GET
TOGETHER AND RATIFY EARLY IN COMING SESSION ADVERTISEMENTS ARE BEING
PREPARED BY BEST COPYWRITERS IN AMERICA AND WILL BE CAREFULLY
CRITICISED BY TALCOTT WILLIAMS HERBERT HOUSTON MCKELF AND OTHER
COMPLETING WITH PLEASE WIRE

WILLIAM H SHORT

130 IV. 11. 12 NOV 22 1919 835A

not to mix in public affairs -

Edison
11/22/19 - 3 pm
1919

Edison



AMERICAN CHEMICAL SOCIETY
OFFICE OF THE SECRETARY

CHARLES L. PARSONS
SECRETARY

WASHINGTON, D. C.
1708 G STREET N. W.

December 17, 1919.

P

Mr. Thomas A. Edison,
Orange, New Jersey.

Dear Mr. Edison:

I have your letter of December 16, and it was on account of my knowledge of the active part you took in the early development of our chemical industries that I was anxious for you to give the weight of your influence to the passage of the Longworth Bill. This bill does exactly what you believe in, namely, arranges for a licensing system to keep out all German products, except those which we do not make and then simply under permit for a few years, the limit as now stated in the bill being two years which is apparently all we can hope to get through Congress.

I sincerely hope that you will write letters, similar to the one which you have sent me, to your New Jersey Senators.

With best wishes, I am,

Sincerely yours,

Charles L. Parsons
Secretary.

CLP-II

Mr Edison:

Carbon copies of your letter to Mr. Parsons
have been sent to Senators Frelinghuysen
and Edger.

McDonough

8420

December 19, 1919.

Mr. Charles L. Parsons,
Secretary, American Chemical Society,
1709 G Street, N.W.,
Washington, D. C.

Dear Sir:-

Your letter of December 17th was received and brought to Mr. Edison's personal attention. He asked me to write and say to you that we have sent to Senators Frelinghuysen and Edge, carbon copies of the letter which Mr. Edison wrote to you on December sixteenth.

Yours very truly,

Assistant to Mr. Edison.

Edison General File Series
1919. Proudfoot's Commercial Agency (E-19-59)

This folder contains reports on the financial and legal status and general trustworthiness of companies, individuals, organizations, and charities. Among the documents for 1919 are items relating to The Circle for Negro Relief, Inc., an organization established during the war to assist African American soldiers. Also included are letters and reports pertaining to the Exposition of public-spirited Activities, a coalition of fifty community service organizations in the New York City area, and to the Permanent Blind War Relief Fund for Soldiers and Sailors of Allies.

Approximately 50 percent of the documents, including all items bearing substantive comments by Edison, have been selected. The unselected items consist of additional requests and reports, along with printed lists of companies and individuals.

May 5, 1919.

Mr. L. A. Proudfoot,
149 Broadway,
New York, N.Y.

My dear Mr. Proudfoot:

Mr. Edison would like to have
a report on W. S. Rogers, formerly the President of
the Bantam Anti Friction Co., Bantam, Conn.

We want this inquiry made very quietly and
without mention of our name. So, if you have to send
to an out of town Agency, please do not mention us.

This Rogers is a queer kind of fellow and
our object is to find out not so much about his business
as his personality. Of course, his relations to the
business will probably be shown in the report.

Yours for the Victory Loan.

Assistant to Mr. Edison.

A/7095.

June 5, 1919.

Mr. L. A. Proudfoot,
Singer Building,
New York, N.Y.

My dear Mr. Proudfoot:

Mr. Edison would like to have
you send him a report as quickly as possible about
The American Junior Naval & Marine Scout, Inc., 51
Chambers St., New York, N.Y.

Some weeks ago they invited him to become
a Member of the National Advisory Board, and he consented.
Now we learn that they are circulating letters asking
for contributions, and the letterheads have the names of
the National Advisory Committee on it, with Mr. Edison's
name among them. He does not like this particularly.

Yours very truly,

Assistant to Mr. Edison.

TELEPHONES 418 CORTLANDT
418

Proudfoot's Commercial Agency

SUITE 1108
SINGER BUILDING
NEW YORK CITY

June 10/19

Hon. Thomas A. Edison.
Orange, N.J.

STRICTLY CONFIDENTIAL FOR YOUR OWN
PERSONAL USE UNDER TERMS OF OUR
CONTRACT.

Gentlemen;-

We have the following from our correspondent at Litchfield,

Conn:

"Pending more direct information regarding W. S. Rogers, subject of your inquiry, and also by reason of unavoidable absence from my desk during the greater part of the interim, a reply to your letter has been considerably delayed.

Your inquiry is extremely peculiar in that it does not ask for Mr. Rogers' financial standing, while the description you suggest of his being a 'queer fellow', does not enable me to get a definite line on the particular kind of information you would appreciate.

I have known Mr. Rogers for about 12 years. We have been opposed politically and in various other squabbles. I served as a fellow member on the School Board with him for several years. I agree with you that he is queer if by that term you mean that he is different from the rank and file of other men in the community. It would hardly be fair to take my estimate of him as any absolute measure of his 'queerness', however, as like the old Scotch husband who found all the world queer and at times told his wife that he occasionally had suspicions that she was queer, my idea of queerness might not exactly meet the requirements of your patron.

However, I might say this much about Mr. Rogers, that he is one of the most aggressive individuals in this or any other community I happen to know about. He is scrappy, but I am glad to say I have always found him magnanimous after the fight is finished and a very good loser. He has ex-

exceptional ability along business lines and has been probably the main factor in building up the business of which he was recently the executive head in Bantam, Conn., and of building up the village of Bantam where said business is located. He is at bottom very kind hearted, though exceedingly pugacious in his manner of dealing with friends or foes. He takes an intense interest in the welfare of the employees of the company in which he is interested, and has been instrumental in establishing a moving picture theatre, at which free performances are given several times weekly to the employees. He also inaugurated a policy of dividing profits with the employees on a sort of co-operative basis.

Perhaps if you indicate to me some specific matter with a view to which your patron wishes an estimate, speculative or the best that can be given, I shall be in a better position to write you more fully. He is a man, in short, regarding whom you may find, as with all of us, diverse opinions, some favorable and some otherwise. On the whole, and I have thought over all my relations with Mr. Rogers very conscientiously and very carefully, I should be willing to do business with him, and in spite of the many personal clashes, accept either his word or his friendship without reserve in a critical situation.

Trusting my opinion may prove a little more definite to your mind than your inquiry has seemed to me, I am,

Yours truly,

FRANKFOOT'S COMMERCIAL AGENCY.

Dear M M

[ATTACHMENT/ENCLOSURE]

Mr Meadows of C:
Sounds
as if the old boy is
a pretty good citizen.
He has not an. any
letter.

11 June

[Signature]

July 22, 1919.

Proudfoot's Commercial Agency,
149 Broadway,
New York, N.Y.

My dear Mr. Proudfoot:

Enclosed I hand you a circular
letter from "The Circle", 489 Fifth Ave., New York, N.Y.
Mr. Edison would like to have a report from you concern-
ing this.

Yours very truly,

Assistant to Mr. Edison.

A/7569.

enclosure

[ATTACHMENT/ENCLOSURE]

THE CIRCLE

FOR NEGRO RELIEF, Inc



489 FIFTH AVENUE

Tel. Vanderbilt 2816

NEW YORK CITY

Honorary President
Mrs. Emily Huguenot Haggood

President
* Harrietta Tibode

Treasurer

Dr. B. F. Roberts

Executive Secretary

Mrs. Elsie Hughes Haggood

Vice-President

Ex-Governor Charles S. Whitman

Dr. W. B. Burghardt DuBois

Dr. Robert R. Moten

Colonel Chas. Young

Ray Stannard Baker

George Foster Pugh

DIRECTORS

Ex-Governor Charles S. Whitman

Dr. W. B. Burghardt DuBois

Colonel Chas. Young

Mrs. Minstam Pinchot

Mrs. James W. Johnson

Ray Stannard Baker

Mrs. William A. Kinross

J. Thompson Johnson

Mrs. Emily Huguenot Haggood

Charles S. Pugh

Edward Sheldon

Mrs. Edwinton L. Whitthrop

Dr. Robert R. Moten

Mrs. Annie R. Pugh

Miss Lucy Frettinghams

Miss Mary Vile Clark

Mrs. J. W. Hiss

Mrs. Betsie Cole Norman

Mrs. Isabelle White Williams
Office Executive

Miss Annie Cotton
Bookkeeper

Local Advisory Committee

Rev. P. A. Collins

Mrs. Lela Walker Robinson

Hon. E. A. Johnson

Mrs. Dora Cole Norman

Mrs. Ruth Logan Herbert

Mrs. Norman Collins

Rev. C. Presley Miller

Mrs. John H. Thomas

*Liberal often in
a fair way to get at
the same people.
Send in the address*

*Notice by Mrs. Johnson
of a contribution in
contemplation of
it be used to her
fund for
7-18-34*

The Circle for

Negro War Relief, Inc. came into existence soon after America entered the Great War. Its Unit workers are colored people and their work has proved to be the most significant effort at Negro self-help of recent years.

The colored people wanted to do something directly for their own soldiers and the families of their soldiers. They wanted their boys in the camps and at the front to know that there was a distinctly colored organization working for them. Units of the Circle were organized in seventeen different states - there are now fifty-three such groups with a total membership of about three thousand.

The Circle's work is not political or controversial, it is wholly that of mercy. Its first big undertaking was the gift of an ambulance, costing over \$2,000 to the Government for the use of the "Buffaloes". The Units knitted hundreds of garments and sewed for the soldiers; looked after the welfare generally of the colored men in camps and their families at home; supplied soldiers at home and abroad with hundreds of dollars worth of sweats, smokes, literature, musical instruments, toilet articles, stamps for casualties, etc., conducted one canteen at Memphis, Tenn. and another at New London, Conn. in co-operation with the War Camp Community Service, and co-operated with other organizations in providing recreation, furnishing Hostess Houses, etc. Time and again, soldiers were given assistance in finding employment and in securing back allotments; in deserving cases temporary financial aid was given. The Circle has, in every way, co-operated with the Red Cross with which it has an official agreement. One instance of this co-operation has been the furnishing of trained colored assistants in the base hospitals in New York City.

The Units have learned what can be done by organized effort. They want to carry on the Circle. They want the colored people everywhere to shoulder their own share of the social responsibility of this country. The Circle for Negro Relief, as it is now called, has a broad program of welfare work including trained visiting nurses, day nurseries and greatly needed small community hospitals.

[ATTACHMENT/ENCLOSURE]

-2-

Our Units in Yonkers, N. Y. and Paterson, N. J. are already working for day nurseries Units in Provoet, Va. and Jersey City, N. J. are working to give scholarships to Hampton and Tuskegee; one Unit in New York City is conducting a Clothes Reconstruction Bureau; the Unit in Urbana, Ohio is striving for a free kindergarten for colored children; at St. Helena, S. C. the Unit has adopted three of the neediest families and is raising funds to extend the public school term from three to six months; the Rocky Mount, N. C. Unit hopes soon to have a small emergency hospital and the Ridgewood, N. J. Unit is helping the colored orphanage.

So far, the Units have supported the central office by membership fees and half of the net proceeds from entertainments. They should be to some extent freed from this burden so that more of their money, raised with such difficulty from the colored people, can be applied to local relief. \$15,000 expended with rigid economy will cover rent, office salaries, printing, stationery, etc. and also send out three much needed field workers to organize Units of the Circle and spread the doctrine of Negro responsibility to the community throughout the country. Here is where white help is needed. For when you help the Negro you not only help humanity but you help your country to make good citizens. Will you not assist? Checks should be sent to the Circle for Negro Relief, Inc. 489 Fifth Avenue, New York City.

My dear Mrs. Edison:

I have been made a member of the Finance Committee to help raise funds for the good cause outlined above. I have watched the work for nearly two years and its results have been splendid. The work should be continued here for the aid and interest shown by your friends and send us a check.

Very kindest

Mrs. Wm. L. Condit

→ 122 West 57th Street
Tel. Barclay 5600 New York

Mrs. Meadowcroft
Mr. Edison's report
Personal report
all noted.
Meadowcroft

[ATTACHMENT/ENCLOSURE]

TELEPHONE 215 CANTLAND
216

Froudfoot's Commercial Agency

SUITE 1108
SINGER BUILDING
NEW YORK CITY

August 7, 1919

Hon. Thomas A. Edison
Orange N.J.

STRICTLY CONFIDENTIAL FOR YOUR
OWN PERSONAL USE UNDER TERMS
OF OUR CONTRACT.

Dear Sir,-

In reply to your inquiry about "The Circle" for Negro Relief, Inc., 489-5th Ave., we beg to report that this is a change of name from "The Circle for Negro War Relief, Inc.," which was incorporated under the membership laws of the State of New York, Oct. 1917 for the purpose of giving was relief to colored soldiers establishing canteens in some of the Southern cities where the whites would not help the blacks, looking after the colored soldier's family etc., etc. In this connection during the war this Circle did very commendable work establishing units in a number of different cities. The work was and is supported by membership dues and voluntary contributions. The name of this organization was changed to the present style in June 1919 and since the war ceased the Circle intends to continue its work in establishing day nurseries, hospitals, etc., where the negro can obtain treatment and help.

The officers of this Circle are; Mrs. Emilie Bigelow Hapgood, Honorary President; Harrison Rhodes (white-- a writer) President, Dr. E.P. Roberts, (colored) a practicing physician in this City, Treasurer; Mrs. Etinah Roonon Boutte (colored) an ex-French teacher, Executive-Secretary; Mrs. MaBelle White Williams (colored) an ex-teacher in a southern school, Office Executive; Mrs. Rath Logan Roberts, Organizer in schools; Miss Anice Cotton, Bookkeeper. In addition to the above there are a number of vice-presidents among whom is the Editor of the "Crisis" a negro newspaper; Dr. Robert R. Moten, Principal of Tuskegee School and a number of others.

[ATTACHMENT/ENCLOSURE]

The only ones among the officers who receive salaries are; Mrs. Boutte who receives \$1,500 a year; Mrs. Williams who receives \$1,000 a year and Miss Cotton who receives \$720 a year. The office at the above address is donated therefor none of the rent comes out of the funds.

This organization at this time has about 3,000 members. The dues are Regular Membership, \$1.00 a year; Contributing Membership, \$2.00 to \$10. a year and Sustaining Membership, \$25.00 a year.

The work of this Circle in the past has been well and economically performed and it has the approbation of a number of well known organizations in this City among which is the American Red Cross. Books are kept and a strict account of all money collected and expended is maintained. The books are regularly audited by Holmes & Davis.

Judging from the manner in which this work has been conducted in the past we should say that it is likely to continue along straight and sane lines and if one is interested in the negro, we believe that a contribution or a membership in this organization will result in the money being properly spent.

Yours Truly,

PROUDFOOT'S COMMERCIAL AGENCY.

TELEPHONE 412 CORTLANDT

Proudfoot's Commercial Agency

SUITE 1105
SINGER BUILDING
NEW YORK CITY

Nov. 18/19.

Hon. Thomas A. Edison
Orange, N.J.

Dear Sir:-

STRICTLY CONFIDENTIAL FOR YOUR OWN
PERSONAL USE UNDER THE TERMS OF OUR
CONTRACT.

In the matter of your inquiry about Permanent Blind War Relief Fund for Soldiers and Sailors of Allies, 590 -5th Ave., New York, we compiled a report on the organization Aug. 21/19 per copy herewith.

This organization has been in existence about 4 years, during which time it has collected and distributed large sums of money, we believe at a minimum cost. The work done thus far undoubtedly has been a good one, and should be encouraged to continue. They give affairs from time to time, and different organizations have given affairs for them, the proceeds of which go to this fund.

The Toy Spaniel Club of America will give a dog show at the Waldorf-Astoria December 5/19, the proceeds of which will go to this fund. In connection with this affair, there will be published a Souvenir Program, which is being gotten up by a Mrs. F. M. Johnson who it is claimed is a personal friend of the Pres. of the Toy Spaniel Club. We do not know whether or not Mrs. Johnson is working on a commission basis, as those in charge of the fund have not this information in their possession. It is the custom, however, for these solicitors to get a big slice of all they collect in the way of "ads" for these programs, and in the circumstances, if one is interested in helping this fund, we feel that the proper procedure would be to send a check direct to the Treasurer of the fund, with instructions that no deductions be made for commissions, etc..

Yours truly,

PROUDFOOT'S COMMERCIAL AGENCY.

EXPOSITION OF PUBLIC SPIRITED ACTIVITIES

AND
CHRISTMAS CARNIVAL

"Playland"

GRAND CENTRAL PALACE Box 3015
WEEK OF DEC. 22nd, 1919 Exposition

EXECUTIVE OFFICES - 9 EAST 46th STREET
Telephone - Vanderbilt 1241

COMMUNITY RECREATION ASSOCIATES IN COOPERATION WITH 146 PUBLIC SPIRITED ORGANIZATIONS

Men's Committee of 100
George Graham Smith,
Chairman

Manus McChaffey,
Executive Director

Women's Committee of 100
Mrs. Wilbur C. Deane,
Chairman

December 10, 1919, Phillips Realty, Texas.

Thomas A. Edison,
Orange, N.J.

The
Community

Attention Mr. R.W. Kellow.

Recreation

My dear Mr. Kellow:

Associates

Pursuant to telephone conversation with our Mrs. Johnson
allow us to inform you that:

Represent a great

Cooperative body of

Organizations and

Individuals promoting

Intensive leisure

Time activities thru

Large Community Play-

houses, Group Leadership,

Information, Citizenship

Better Menial Pleasures,

Music, Forum, Pageantry,

Athletic, Daring, Drama

and Art

A Christmas Carnival "Playland" will be held at the Grand
Central Palace from December 22nd to 27th inclusive. A
hundred public spirited activities, such as the New York
Community Service, 406 Cross, American Legion, etc., are
cooperating in this festival, which is fundamentally an
Americanization Exposition and Christmas Carnival.

These organizations are planning to take an active part in
the daily program by furnishing singers, dancers, musicians,
pageantry, etc., as well as exhibiting their work in the
booths, which will be located on the mezzanine floor.

There will be a large Christmas tree and a present for each
little kiddie and Mother woe, Punch and Judy, Old Woman
in the Shoe, Motion Pictures and various, everything that will
delight a child's heart and make this Christmas season the
very merriest they ever had. Thus a better American.

In connection with this Carnival, we are issuing the "Commu-
nity Guide", which will contain the Official Programme of
events. The merchants and manufacturers are assisting us
by subscribing for advertising space in this edition. In
event that you do not wish the name of your firm mentioned,
the space can be used to further promote the sale of War Sav-
ing Stamps or we will be glad to send you tickets.

If you have a
worthwhile idea or
Plan let the Community
Recreation Associates
Help you put it across.

Trusting we may receive your cooperation, we beg to remain,

Cordially yours,

EXPOSITION OF PUBLIC SPIRITED ACTIVITIES.

KATES

Outside back cover \$1000.00
Inside front or back cover \$500.00
Full page advertisement \$250.00

Executive Director.

Dear Mr. Boardman;
Kindly forward me with
a report on this.
Yours sincerely,
W. H. Boardman

Manus McChaffey
Executive Director.

[ATTACHMENT/ENCLOSURE]

TELEPHONE 218 CANTLANDY

Froudfoot's Commercial Agency

SUITE 1108
SINGER BUILDING
NEW YORK CITY

Dec 9/19

Hon. Thomas A. Edison,
Orange, N.J.
Dear Sir:-

No subscription
STRICTLY CONFIDENTIAL FOR YOUR
OWN PERSONAL USE UNDER TERMS
OF OUR CONTRACT.

In reply to your inquiry about the Exposition of Public Spirited Activities (Christmas Carnival entitled "Playland"), 9 E. 40th St, beg to report this exposition is composed of about 50 public spirited associations, that are to hold a Christmas Carnival called "Playland" at the Grand Central Palace the week of Dec. 22nd, to Dec. 27th, 1919 inclusive, to be managed unofficially by the N. Y. Community Service, with George Gordon Battle as Chairman of the Mens Executive Committee. The Executive Director is Marius McGaffey, and Miss Pauline Murphy (V. P. of John J. Murphy, Inc. Estate) is Treas. Mrs. Wm. G. Demorest is Chairman of the Women's Executive Committee. The proceeds of this Exposition are to go to these various public spirited associations, taking part in this exposition.

This Exposition will occupy the mezzanine floor and the large hall of Grand Central Palace. The Carnival is to have a large ~~fake~~ Christmas tree; the children will be entertained with a presentation of "Mother Goose," "Fenah & Judy," the "Old Woman in the Shoe", motion pictures and a circus, besides distribution of Christmas presents to the little ones.

The securing of a booth carries with it the responsibility of purchasing 200 tickets at 25¢ each (\$50) for each booth, 10 x 10; only from one to six booths will be allowed each association. A ticket admits an adult and two children (three persons); free tickets will be provided to those taking part in the entertainment; also 200 tickets may be sold, by each participating association, and the money retained by the organization. No money donations are accepted nor asked. All moneys received for the tickets for

[ATTACHMENT/ENCLOSURE]

2

each booth will go towards defraying expenses. All others may purchase as many tickets as they desire, and if unable to distribute them, may be sent to any organization that has some facilities for reaching the poor.

In connection with the Exposition, they are to issue a "Community Guide" in an ~~sk~~ enlarged form, about 9 x 12, which is to contain the Exposition program, and for which advertising is being solicited. McGuffey claims that on account of the short time allotted in which to get out this publication, he has been compelled to engage professional assistance, and has signed a contract with the National Service Bureau, 110 W. 40th St, the proprietor of which Bureau we have had occasion to report upon adversely. McGuffey assures us that his agreement in this connection, provides 20 or 30% for paid solicitors and nothing to volunteers. He evidently was ill advised when he engaged National Service Bureau, and while we have no fault to find with his intention, in our opinion he certainly was not properly circumspect when he entered into a contract on so delicate a matter as a Community Welfare affair labeled Public Spirited Activity. In such behalf, we feel that not a dollar should be ~~px~~ made by any one.

Marine McGuffey, who is the manager in charge, is about 35 years old, unmarried, was born in Chattanooga, Tenn, and claims to have attended Hogsett Military Academy of Danville, Ky, for about four years. He went into the theatrical show business, and claims to have been the manager of various show companies out West and in the South, until about a year and a half ago when he volunteered his services to the U. S. Govt, but could not enlist on account of being under weight. He then volunteered his services to the N. Y. War Camp Community Service, and has been the director of Volunteer Entertainment & Training Bureau ever since. He now has a month's leave of absence to manage this Exposition.

Yours truly,

PROUDFOOT'S COMMERCIAL AGENCY

THOMAS A. EDISON, PERSONAL.

Office of Secretary

December 19th, 1919

Mr. Meadowcroft:

We are making Mr. Edison's check for \$50
to Permanent Blind Relief Fund as directed by you and return
herewith Proudfoot's report bearing Mr. Edison's notation as
follows "Kellow. \$20. T A E ", as requested.

Mr. Edison gave the following amounts to
this fund:

British, French and Belgium War Relief	\$10. Dec. 1916
American, British, French and Belgium War Relief	\$20. May 1918
Permanent Blind War Relief Fund	\$50. May 1919.

R W KELLOW

Secretary

Proudfoot's Commercial Agency

SINGER BUILDING

NEW YORK CITY

December 31, 1919.

CONFIDENTIAL

Allied Industrial Corp., and E. A. Noblett, 235 Broadway
 Atlas Thread Mills, 32 Union Square
 Anglo-American Mercantile Corp., 150 Naseau St.
 A. M. Bowen, Jr. & Co., 25 Broad St.
 Bureau of Investigated Values, 47 W. 34th St.
 Capital Press Bureau, Maryland Bldg., Washington, D. C.
 C. E. Chaney & Co., 35 Wall St.
 Cranberry Iron, Coal & Coke Corp., Richmond, Va., and Baltimore, Md.
 John J. Delahanty, 19 Liberty St., N.Y. City, and Hartford, Conn.
 Duryea, Cornell & Co., 505-5th Ave.
 Goldberg & Heim, 74 Broadway
 Gotham Mercantile Corp., and Julius Nahoun, 50 Church St. *Y. Square this*
 George B. Hayes, 42 Broadway
 Halvord Publishing Co., 516-5th Ave.
 Harris, Pierce & Co., 42-44 New St.
 Idaho Consolidated Placer Mining Co., 309 Broadway
 E. A. Johnston Oil Co., 35 Naseau St.
 National Laboratory for Invention and Research, Thos. Howard, Exec. Chairman
 Pro Tem, 118 Fulton St.
 National Institute of Inventors, Thos. Howard, Exec. Chairman, 118 Fulton St.
 Pall Mall Petroleum Co., 507-5th Ave.
 Petroleum Producing & Refining Co., and H. P. Bope, 489-5th Ave.
 Rollins Business Directory, "Home Office", Harrisburg, Pa.
 Shoe Hospital, Inc., and Albert Klekner, 218 St. Nicholas Ave.
 Troy & Co., 175-5th Ave.
 Territorial Trading Co., 665-5th Ave.
 Whitelaw Sales Co., 145 W. 45th St.
 Weed, Edwards & Co., Inc., 35 Naseau St.
 World Commerce Corp., and Dr. Shellito, 100 Broad St.

Camp Sims, 5 Columbus Circle
 Ex-Service Men's Co-Operative League, 206 Broadway
 Interstate Commercial Traveler and Wm. E. Schultz
 Labor Leader, Baltimore, Md.
 National Foundation, World Bldg.
 National Industrial School, "Rev" J. C. Banks (Colored)
 Philadelphia Orphanage, Wallingford, Pa.
 Police Justices Manual
 Rescue Mission Bank, Camden, N.J.
 Republican Assn. of First Assembly District, and Mr. Doyle

Yours truly,

PROUDFOOT'S COMMERCIAL AGENCY.

**Edison General File Series
1919. Radio (E-19-60)**

This folder contains correspondence and other documents relating to wireless telegraphy, radio technology, and radio waves generally. Included are letters pertaining to underwater submarine communication by sound and to the possibility of an individual being involuntarily affected by radio telephone signals. The correspondents include New Jersey native and Asheville, North Carolina, civic leader Fred Loring Seely.

Approximately 15 percent of the documents, including all substantive responses from Edison, have been selected. The unselected material includes inquiries that received form-letter replies stating that Edison had never worked on wireless telegraphy or referring the writer to other sources, as well as other letters that received no response whatsoever.



Grove Park Inn, Asheville, N. C.
 Absolutely Fireproof Open all the Year
 The Finest Resort Hotel in the World

January 8th, 1919.

Biltmore Industries

Head Weaving and
 Hand-Carved Woodwork

Biltmore Industries had its beginning in the year 1901, in an industrial school started in Biltmore Village under the patronage of Mrs. George W. Vanderbilt.

The enterprise so far outgrew its early surroundings that in 1917 Mrs. Vanderbilt sold it in its entirety to Mr. F. L. Seely, who built and operated Grove Park Inn.

Unique Old English shop buildings have been built on the grounds of the Inn, and the Industries, with all its workers, moved into its new home—some three miles from the place of its birth.

The same workers are employed, and the products are being made as they have been made from the beginning.

Every piece of Biltmore Homespun is guaranteed to contain absolutely nothing but new sheep's wool. The colors are guaranteed, and it is guaranteed not to shrink.

All hand-carved woodwork is guaranteed, and any pieces not perfect will be replaced or the money refunded.

Mr. Thomas A. Edison,
 Orange, N. J.

Dear Mr. Edison:

A friend of mine in Daytona who has been looking after war propaganda, was very much interested in the subject of wireless under water, and has asked me if I would endeavor to get some information along the lines of the enclosed letter.

He has tried to secure it from some of the departments in Washington, but hasn't been helped very much.

No doubt you have a department where a report could be made on these questions.

Hoping you are well, I am

Very sincerely yours,

F. L. Seely

FLS/LS

*They have a system of communication
 depending at least on the
 Lutzmann Bells at Sandy
 Hook & along the coast
 & in heavy weather
 the ear can detect it many
 miles in case of low of
 overtones one hears it rather
 a bell but like a knock—*



Gold and Silver Medals awarded for hand-carving
 and hand-woven homespun

January 14, 1919.

Mr. F. L. Seely,
Grove Park Inn,
Asheville, N.C.

Dear Mr. Seely:

I am returning Mr. Bullard's letter herewith. I understand the Government has a system of submarine signalling at work in various localities. The submarine bells at Sandy Hook and along the Coast give out a sound in hazy weather. The ear can detect it many miles away, on account of the loss of overtones. One hears the sound, not of a bell, but similar to a knock.

I thank you for your inquiry as to my health. I am well, busy, and therefore happy.

Yours very truly,

A/6308.

Enclosure.

L
July 1, 1919.

Mrs. R. W. Laws,
171, Bochercroft Road,
Upper Tooting, S. W.,
London, England.

Dear Madam:

Your letter of May 12th to Mr. Edison has been forwarded to us by Captain Wagner of our London house.

Mr. Edison wishes us to say to you that, in his opinion, it is not possible to invent an appliance, electrical or otherwise, that would produce the results which you describe. Apparatus to send out radio telephonic signals is quite cumbersome and could not be carried about by one or even two persons, and, therefore, it would not be possible for anyone to invent a portable set of apparatus of this kind.

But most important of all is the fact that in order to receive any radio telephonic communication, the person receiving it must also be provided with a very elaborate and cumbersome set of apparatus, and no person can converse, to another radio telephonic impressions or even magnetism unless this elaborate apparatus is used by both persons. In other words, it is impossible for one person to affect another radio telephonically against their will or wish.

Mr. Edison thinks that the phenomenon you mentioned may be understood by a reputable physician. We return your letter, as requested.

Yours very truly,

Edison Laboratory.

Enclosure.

**Edison General File Series
1919. Real Estate (E-19-61)**

This folder contains documents relating to Edison's real estate transactions, including land owned by him or offered to him for sale. Among the items for 1919 are letters pertaining to property for sale at locations in northern New Jersey, including Llewellyn Park, Silver Lake, and Jersey City. The correspondents include Louis Keller of the Rahway Valley Railroad Co. and manufacturing chemist Hugo L. Kleinhaus of Charles Cooper & Co.

Approximately 40 percent of the documents have been selected. The unselected material includes unsolicited offers, promotional literature, letters of acknowledgment, and brief replies based on the Edison marginalia in the selected items.

ings many thousands more, this price represents a sacrifice of nearly two-thirds of the original investment.

We have thought that either you or some one of your associates or friends might find this beautiful property very alluring, especially at its present sacrifice price.

The attraction of this offer is made even more pointed by the fact that the property now carries a \$90,000 mortgage. As this mortgage can be continued, a very small amount of cash not exceeding \$55,000 and possibly somewhat less, will secure the place.

With the completion of the traffic tunnel, now practically assured, a fine profit is open to any present purchaser within three years.

Would not you or see one of the gentlemen connected with you care to consider this offer, either for personal occupancy, or to rent to others, at a fine return on the investment?

If you will permit us to have the names of a few persons whom you would like to see members of the Llewellyn Park community, we will personally ap-

DOUGLAS LLEWELLYN & CO., INC.
REAL ESTATE & INSURANCE
414 MADISON AVENUE
NEW YORK 17, N.Y.

March 15th,
1919.

Thomas A. Edison, Esq.,
Llewellyn Park,
Orange - N.J.

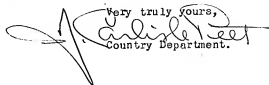
Dear Sir:-

In the course of recent business, there has come into our hands the house in Llewellyn Park formerly owned by Mrs. A.J. Moulton.

This house, which you doubtless know, and which is in perfect condition and complete in every detail, was involved in a large city transaction.

Due to the conditions of the case, this property is now offered for sale at \$125,000.00. As the dwelling alone cost, with its manifold refinements, over \$250,000.00, and the land and out-build-

proach them, retaining your information in
any degree of confidentiality which you may
desire.

Very truly yours,

Country Department.

11
I did not find any property on the Road
that would suit us so far we will make further
investigation.
20 Broadway, New York
September 8, 1919.

Thomas A. Edison, Esq.
Orange, N. J.

My dear Mr. Edison:-

Superintendent, England, or the Rahway
Valley Railroad Co.,
telle me that you called at the Kenilworth
factory on Saturday, looking for an available site of some 75
to 100 acres for one of your industries. The enclosed circular
and map indicate the line of our road.

A I can locate you either at the Hilton
Terminal marked A on a plot of about 66 acres I own on the
southerly side of the track, and any adjoining land you might
need, provided the matter be properly handled. This land is
provided with city sewerage, water, electric power, etc., and
as you know has an excellent labor market. This first plot
would probably range about \$2500. an acre or less. It skirts
the railroad all the way from Boyden Avenue to Stanley Terrace.
I also have some land across the way from Stanley Terrace
which could be added.

B There is also a large plot available
between Vaux Hall road and Morris Avenue where the Morris
County Traction Co. passes. This land could be obtained I
imagine, for about \$1000. an acre or less.

C I then own a continuous strip of land
from the southerly side of Morris Avenue to the junction of
the main line where all the acreage you desire could be pieced
out by accessions to my lands. This is low land, perfectly
flat, and suitable for filling in. It can be easily drained.
This land could be put in for \$500. or \$600. per acre.

D. Mr. England probably told you that the
owners of Kenilworth control about 1100 acres and you doubtless
could be located there if you desired. If you want to locate
near the Baltusrol Golf Links at Baltusrol or Summit, I could
provide you abundant acreage. It is provided with running
water, but I fear it is too hilly.

E I have numbered each of these tracts in
accordance with the paragraphs and if you will select the one
you may be interested in, I shall be very glad to have blue
prints furnished to you, showing the meets and bounds.

Mr. J. Edgar Bull, my counsel, I believe, is well acquainted with you, and by means of introduction I may say I am the son of the late Charles M. Keller who was almost the nestor of the patent law profession, but I regret that he died just before you could have been of service to each other.

With kind regards,

Very truly yours,

Lois Keller

808 INDUSTRIAL SITES

RAHWAY VALLEY RAILROAD

Industrial Sites Suitable for Chemical Plants

Industrial Department Main Industrial Office:

29 BROADWAY, NEW YORK CITY

R. H. ENGLAND, Gen. Mgr.

Tel. Whitehall 319

INDUSTRIAL SITES:

The best industrial sites near New York City are available on the Rahway Valley Railroad, a belt line connecting and interchanging with all the trunk lines, accessible to the best labor markets of Newark, Orange and Elizabeth, with a population of some 600,000, and also with motor access on excellent asphalt macadam roads, only 14 miles to New York City.

The scarcity of factory sites equipped with railroad sidings, and the congestion of freight at the terminals close to the city, make it most desirable to seek a location for new plants in New Jersey at a sufficient distance from the congested terminals to insure quick delivery from all the trunk lines.

Here the manufacturer may obtain a choice from some 1400 acres of land with the necessary railroad sidings, at a price of from \$600 to \$3500 per acre with the very best motor roads for direct trucking to New York and adequate trolley service to the ample labor markets of Newark, Elizabeth, and other neighboring populous towns, and here any industry will find adequate correlated industries immediately accessible to it.

The New York and New Jersey Harbor Commission, to improve facilities in New York Harbor, and relieve the congestion and provide adequate facilities for expansion necessitated by the demands resulting from the opening of the Panama Canal, have issued a plan, the most important item of which is the construction of a belt line from a deep water terminal on the Kills opposite Staten Island, and ending on the Hudson River at Englewood, bisecting all the trunk lines for the interchange of traffic beyond the congested section, and skirting Elizabeth, Newark, Paterson, and all other large industrial cities of New Jersey.

The surveys of this road include the Rahway Valley Railroad as a part of its system.

The New York Evening Post of Saturday, June 7th, in its Foreign Trade Review, describes the six useful functions of this marginal railroad, as follows:

1. It will make possible the establishment of joint railroad

terminals in various parts of the Port where freight could be received or delivered from or to any railroad or destination.

2. It would establish a terminal along the Hudson at Piermont which is above the congestion, to take care of the large canal freight coming down the River.

3. It would establish a shipping terminal below the congestion, where ships with coarse freights or freights destined to the different coasts for inland shipment would be turned over to these roads without being brought into the congested area.

4. For the interchange of business between the carriers back of the congestion under fixed tariffs and operating schedules.

5. This belt line will provide for the location of industries, for each industry located on the route of the belt line would be on the rails of every railroad on the port, and will have a direct connection with the Hudson River, above the congestion, and with the New York Bay below the congestion, and to the light-erage and floatage equipments within the harbor proper.

6. This road will be a general belt line around the whole Port.

The advantages of a location on such a route is obvious. A manufacturer on a small road like the Rahway Valley, has the advantage of the competition of all the trunk lines, so that empty cars for quick loading and delivery may be obtained from either one trunk line or the other on short notice, which facilities might not be forthcoming on a busy trunk line where there would be no competition to spur the service.

Information regarding these locations together with rates and particulars with reference to sidings, etc., may be obtained from the—

Main Industrial Office, at
29 Broadway, N. Y. City Telephone 319 Whitehall
Rahway Valley Co., Lessco, Kenilworth, N. J.
R. H. England, Gen. Manager. Telephone 1414 Roselle

Edwin J. Paig
845 Broad Street, Newark, N. J.

or

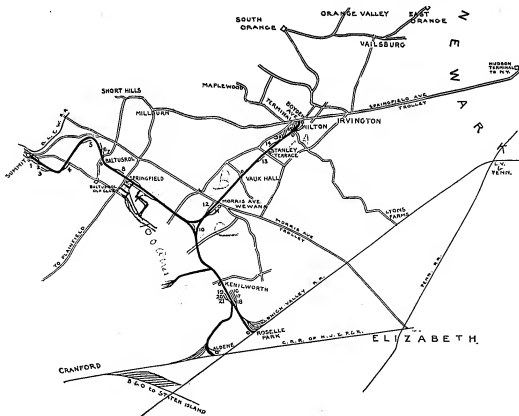
John R. Franke Co.,
998 Springfield Ave., Irvington, N. J.

LABOR:

These sites should be of special interest to industrial chemical concerns owing to the fact that labor skilled in chemical manufacturing operations is probably more abundant in the immediate vicinity of the Rahway Valley Railroad than elsewhere in the United States.

Continued on Next Page

RAHWAY VALLEY RAILROAD 809



MAP OF THE RAHWAY VALLEY RAILROAD AND ITS TERMINALS

INDUSTRIES ON THE RAHWAY VALLEY RAILROAD, 1919

- | | |
|--|--|
| <p>No.
 1—T. B. Muchmore & Sons, coal and lumber.
 2—T. B. Miller Co., lumber, building materials and coal.
 3—Stephens Bros., coal and lumber.
 4—Commonwealth Quarry, crushed stone.
 5—Interstate Quarry, crushed stone.
 6—Carter Bell Mfg. Co., rubber substitute.
 7—Springfield Coal Pockets.
 8—Siskley Lumber & Coal Yard, coal and building material.
 9—Chemical Company of America.
 10—Wright Chemical Company, dyes.
 11—Holzapfel American Compositions Co., ship bottom paint.
 12—Fred Stone Lumber Company, lumber, building material and fencing.</p> | <p>No.
 13—Hind Steel & Wire Co., patent steel hooping.
 14—Heller Coal & Supply Company.
 15—N. Drake, grain, feed and ice.
 16—American Circular Loom Co., electric interior conduits.
 17—Detinning Corporation.
 18—Vacant.
 19—Wright Machine Company, woodworking machinery.
 20—The Papyrus Company, artificial paper manufacturers.
 21—Protokol Corporation, wood preservatives.
 22—American Can Company, ammunition.
 23—Kreuter & Company, automobile and other tools.</p> |
|--|--|

Sept. 9, 1919.

Mr. Louis Keller,
Rahway Valley Line,
29 Broadway,
New York, N.Y.

Dear Sir:-

Your letter of September 8th with map enclosed, came to hand. Mr. Edison has seen it and wishes me to say that so far he did not find any property on your road that would suit him. However, he says he will make further examination.

Yours very truly,

Assistant to Mr. Edison.

Reading Iron Company

GENERAL OFFICE
READING, PA.

Branch Office 99 John Street

New York

October 1, 1919.

Thomas Barclay
N.Y. Sales Agent

Mr. Thomas A. Edison,
Orange, N. J.

retyped

CONTRACTS SUBJECT TO STRIKES ACCIDENTS OR CASES BEYOND OUR CONTROL. QUOTATIONS
SUBJECT TO CHANGE WITHOUT NOTICE. MATERIALS INSUFFICIENTLY EFFECTIVE WILL BE REPLACED.
BUT NO ALLOWANCE WILL BE MADE FOR DAMAGES INCURRED OR FOR WORK DONE THEREON.

Dear Sir:

We have written you at various times inquiring about the
possibility of your building on the property on the Hackensack River.
Has anything further developed on this?

Thanking you in advance for your courtesy, we remain

Yours very truly,

READING IRON COMPANY.

HSC/BL

Barclay

7954

CHARLES COOPER & COMPANY
"EASTON" NEW YORK
WORTH STREET 1919



ESTABLISHED 1887

WORKS AT NEWARK, N.J.

INCORPORATED 1887

Charles Cooper & Company

MANUFACTURING CHEMISTS AND IMPORTERS

Dictated By:

194 WORTH STREET

NEW YORK October 20, 1919.

Thomas A. Edison, Esq.,
West Orange, New Jersey.

Dear Sir:

We note by the local papers that you contemplate relocating your plant in Jersey City, and if you have not already settled this question we wish you would consider locating alongside of our works. We have property with the very best of facilities and could save you a lot of money in handling Acid, for you would save all cartage and freight charges. If agreeable please advise and I will be glad to show you over the property pointing out the various advantages to be had. Price reasonable.

Very truly yours,

CHAS. COOPER & CO.

Hugo L. Kleinhaus
Pres.

HK/EW

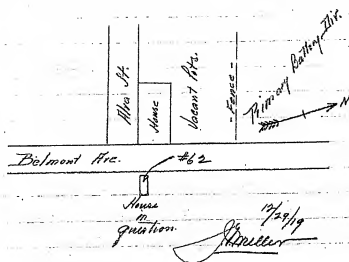
8063



8
 J. O. Miller - Belmont Ave.
 (Where is it) Siberian Lake?
 Dec. 31, 1919
 Mr. Thomas A. Dixon, Meadowcroft
 West Chester, Ohio
 We have all the property we
 own, need just nothing else
 sir; I am taking the
 pleasure of writing to you
 these few lines to ask of
 you a question. I have a
 property about sixty feet
 away from your place in
 Siberian Lake. Two stories
 high. Six rooms and
 store, which I would
 like to sell. So I'm taking

Mr. Edison -

House is of mod. in
fairly good condition and
judged from outside -
About 15' x 30'



the pleasure of telling you
about it as in case you
would like to buy it. You
can collect thirty seven
dollars of rent a month.
I'm selling it to the
amount that the rent comes
to.

Very truly yours
Peter S. Spence

139
12
14
37
444

Edison General File Series
1919. Religion and Spiritualism [not selected] (E-19-62)

This folder contains correspondence and other documents regarding Edison's opinions and widely publicized statements about immortality, theology, superstition, and related subjects. Also included is correspondence relating to religious organizations. Among the items for 1919 are unsolicited inquiries and essays on electricity and the supernatural, the occult, and the afterlife. Most of the letters received no answer. A few received replies stating that Edison was not a spiritualist or other perfunctory responses.

**Edison General File Series
1919. Roosevelt, Franklin D. (E-19-63)**

This folder contains three letters written by or addressed to Franklin D. Roosevelt in his capacity as acting Secretary of the Navy, along with two related letters in which Roosevelt is mentioned. Most of the correspondence concerns an unsuccessful attempt by Edison to obtain the discharge of Lt. William T. Brown, a nephew of sporting goods manufacturer Albert Goodwill Spalding. Also included is a letter regarding compensation for expenses incurred by Edison in producing storage batteries for the U.S. government during the war. Related items can be found in E-19-08 (Battery, Storage).

All of the documents have been selected except for variant versions of selected items.

Numerous additional letters to, from, and about Roosevelt can be found in the Naval Consulting Board and Related Wartime Research Papers, Special Collections Series.

April 14, 1919.

Hon. Franklin D. Roosevelt,
Assistant Secretary of the Navy,
Washington, D.C.

My dear Mr. Roosevelt:

I venture to take the liberty of writing to you, at the request of family friends, to ask if some action can be taken in regard to the discharge from the Navy of William T. Brown, a Lieutenant of Junior Grade.

He has been in the service from the beginning of the war with Germany. He served on a convoy cruiser for four months and on a destroyer for thirteen months, returning to the United States in January last. Since his return he has been transferred to the Receiving Ship at Philadelphia.

His mother is a widow, Mrs. Mary Spalding Brown. Before marriage she was Miss Spalding. The concern of A. G. Spalding & Bros. is well known as the largest sporting goods house in the country. You will realize it is a firm of some importance when I state that the capitalization is \$5,000,000, and their surplus \$3,000,000.

Mrs. Mary Spalding Brown's husband, who died three years ago, was the Treasurer and one of the three principal men of the concern. Since his death two other important members have passed away, and Lieutenant William T. Brown, at the time of his entering the Naval service, was in training to take an important position in the concern.

I am informed that Lieutenant Brown is greatly needed at this time and his mother is also in urgent need of his help and supervision in her personal affairs, which are of much importance.

I am, therefore, venturing to bring this matter to your attention and trust that you may see no obstacle in the way of bringing about this young man's release from the service.

Yours sincerely,

Roosevelt, Franklin D.

IN REPLY ADDRESS
THE SECRETARY OF THE NAVY
AND REFER TO NO.

N-311-PA-3r.

16186-21

April 21, 1919.

NAVY DEPARTMENT

WASHINGTON

My dear Mr. Edison:-

I have your letter of the 14th instant relative to the resignation of Lieutenant (Jg) (T) William T. Brown, U.S.N.

It seems that Lieutenant Brown is a regular officer appointed for temporary service. Prior to March 4th we had been allowing temporary officers of the regular service to be released, the same as was being done in the case of reserve officers. This was being done because there was a provision in the Naval Appropriation Bill permitting the use of reserve officers after the declaration of peace.

The difference between a reserve officer and a temporary officer is that the reserve officer will automatically be released by operation of law as soon as peace is ratified, whereas the temporary officer may be retained on active duty for six months longer.

As you know, the Navy now has a great contract on its hands to supply and provision the Army abroad, as well as to bring them home. This will continue until all the troops have been brought home from France, which will be a considerable time after the ratification of peace. You can readily see, therefore, that if we do not hold on to our temporary officers the Navy will be up against it very hard to carry out the duties placed upon it by the country as soon as peace has been ratified.

As I stated before, we had been letting temporary officers go, until Congress adjourned without having passed the provision which would have enabled us to take care of the situation. I trust that from this explanation you will understand why it is impracticable to accept Lieut. Brown's resignation at this time. However, it will be placed on file and considered as soon as an opportunity comes for releasing temporary officers.

Sincerely yours,

Mr. Thomas A. Edison,
Orange, N.J.

Franklin D. Roosevelt

W. ACTUARY

123
May 1, 1919.

Mrs. Mary Spalding Brown,
173 Prospect Street,
East Orange, N. J.

Dear Mrs. Brown:

After you telephoned me the other day I spoke to Mr. Edison about communicating further with Mr. Franklin D. Roosevelt, the Assistant Secretary of the Navy. Mr. Edison has received the enclosed letter from him. While it was dated April 21st, Mr. Edison did not receive it until last night.

This will explain itself, and I will ask you to kindly return the letter for our files when you are through with it.

Yours for the Victory Loan.

Assistant to Mr. Edison.

Enclosure.

A/7068

172 Prospect Street,
East Orange, New Jersey

B

May 3rd 1919 -

Wm. H. Meadowcroft.

My dear Mr. Meadowcroft: -

I wish to thank Mr. Edison
for his kindness in writing to
Acting Secretary Roosevelt in the hope
that my son Wm. Thayer Brown
might receive his discharge from the
Navy. - Please accept also my
gratitude for your letter with Mr.
Roosevelt's enclosure, which I am now
returning. - It is evident that the

Navy needs its young officers, and we
must be patient. but I have to confess
to real disappointment to have William
ordered out on a Destroyer. which seems
is what he prefers above a Transport
or Battleship. - He has a fine tone
& he admires his Captain tremendously
& the "Harding" so the flag ship for the
division so he is satisfactorily placed.

With remembrance thanks & hoping that I
have not presumed too much in asking
what I know is a great favor to intervene
into an official fix any change of plans. -

I remain, Very sincerely yours
(Wm. H. L.) Mary Chas. Reed

NAVY DEPARTMENT,

WASHINGTON.

26893-610

S/W/Bm

July 31, 1919.

Sir:

*No answer, but let me know
How much they bought all the Navy
batteries*

Acknowledgment is made of your letter of June 23rd, 1919, in which you call to the Department's attention the large expense that you were put to in enlarging your plant so as to supply the quantity of lithia needed in the manufacture of storage batteries for war purposes, and express the belief that your company is morally entitled to some assistance from the Government in carrying this burden, amounting to \$110,000.

It is regretted that the matter was not called to the attention of the Department at the time the expense was incurred, as it would then have been in a position to give the question consideration, which cannot be given at this time.

It appears from the records of the Department that your company was one of seven which furnished electric storage batteries during the war, and that we obtained but 12% in number of batteries, of our total purchases for 1917, 1918, and 1919, from your plant.

PM

You also state that your contract with Merck & Company for lithia expired on November 29, 1918, and that the enlargement made in your plant was to take care of the further needs of the Government. In 1919, you furnished this Department 200 batteries out of total purchases of 11,260, or 1.8%. The value of the batteries furnished by you in 1919, was \$62, 258.74, out of a total value of \$905,836.86, or about 9%.

It does not seem therefore, that it would be proper for the Department to share with you the expense of the enlargement of your factory, even if it could be legally done at this time.

Very respectfully,

Franklin D. Roosevelt
Acting Secretary

Thomas N. Edison, Esq.,
President, Edison Storage Battery Co.,
Orange, New Jersey

**Edison General File Series
1919. Rubber (E-19-64)**

This folder contains correspondence about rubber products and raw materials. Most of the items for 1919 relate to Edison's interest in obtaining many different samples for experimentation. Included are letters from the Continental-Mexican Rubber Co. regarding guayule rubber; N. W. Haynes on the publication of rubber prices in *Drug & Chemical Markets*; and John M. Larney about a substitute for gutta-percha. Other correspondents include Dr. William Chauncey Geer of the B. F. Goodrich Co., who invites Edison to visit the company's factories in Akron, Ohio; John J. Carroll of the Firestone Tire & Rubber Co.; and Shun Nomura of Mitsui & Co. Related items on Edison's use of Firestone rubber can be found in E-19-55 (Personal).

Approximately 65 percent of the documents have been selected. The unselected material includes a printed document regarding a "process for the vulcanisation of caoutchouc"; routine correspondence about the transmission and receipt of samples; and items duplicating information contained in the selected documents.

THE B. F. GOODRICH COMPANY
AKRON, OHIO

W. C. GOODRICH
SECOND VICE PRESIDENT
IN CHARGE OF DEVELOPMENT

January 11, 1919.

Mr. Thomas A. Edison,
Thomas A. Edison, Inc.,
Orange, N. J.

Dear Mr. Edison:

Knowing your interest in rubber
and particularly the fact that hard rubber enters
into your various products, and recalling, as I
do, the very pleasant visit some years ago at your
plant, made possible through the courtesy of
Mr. Chas. C. Goodrich, may I extend to you a
cordial invitation to visit the factories of The
B. F. Goodrich Company at any time that might suit
your convenience.

If I might know a little ahead when
to expect you, it would be a pleasure in order that
I might be sure to be here and so show you personally
the various operations.

Very truly yours,

Second Vice President.

6311

9
If you get a chance
will be glad to
}

January 14, 1919.

Mr. W. C. Geer,
Vice-President,
The B. F. Goodrich Company,
Akron, Ohio.

Dear Mr. Geer:

I thank you for your very kind invitation to visit the factories of The B. F. Goodrich Company, and appreciate your courtesy.

This is something that I would very much like to see and if I can get a chance I shall be very glad to take advantage of your kindness. I would certainly advise you in advance of my coming, if I get an opportunity to make the trip.

Yours very truly,

A/6311.

Continental-Mexican Rubber Company

120 Broadway

FACTORY: TORREON, COAH., MEXICO
CABLE ADDRESS: "CONHEU NEW YORK"
CODES: WESTERN UNION, A.S.G. 21-22, 2-11, 2-18

New York

February 4th, 1919.

*I would like a sample
of also some of the
Resin which is
extracted*

Thomas A. Edison's Laboratory,
Orange, N.J.

Dear Sirs:-

Attention Mr. Wm. H. Meadowcroft

On November 27th last you wrote to us inquiring about two or three pounds of "guayule rubber plant and some of the extract", and as a result of your inquiry we sent you a small sample of one of our standard brands of guayule rubber.

The writer has just returned from a visit to our factory at Torreon, Mexico, and brought with him a sample of the essential oil of guayule (parthenium argentatum), and under separate cover I am forwarding to you a small sample of this oil, which possibly may more nearly represent what you were looking for when the original inquiry was made.

This oil could be produced in considerable quantities if it could be put to any special use. We know it to be an active oxidizing agent, and its removal from guayule rubber adds to the life of the latter. You will note that it has a peculiar odor of turpentine, but its other properties must be radically different since the men around the factory use it as a cure for chapped hands.

Yours very truly,
CONTINENTAL-MEXICAN RUBBER COMPANY

6492
GHC-HVC

W. H. Meadowcroft
President.

Continental Mexican Rubber Company

120 Broadway

FACTORY: TORREON, COAH., MEXICO
CABLE ADDRESS: "CONRUB NEW YORK"
CODES: WESTERN UNION A.S. & S. L. LINE

New York

February 7th, 1919.

Thomas A. Edison's Laboratory,
Orange,
N. J.

Attention Mr. Wm. H. Meadowcroft

Dear Sirs:-

This will acknowledge receipt of your favor of February 6th in further relation to the various products of the guayule shrub.

Due to the scarcity of acetone during the war, the production of guayule resin from guayule rubber has been completely suspended, and at present we have no sample available. However, we are communicating with our factory management at Torreon, who will, we believe, be able to make you up a small sample in the laboratory, which will be forwarded in due course.

Yours very truly,

CONTINENTAL-MEXICAN RUBBER COMPANY

L. H. Gammon

President.

GHC-WVC

CC- JCT

1802 E. Tremont Ave
Brooklyn
N.Y.

Mr. Thomas Edison
Dear Sir,

If you are inter-
ested in Vertigo percha I have
a good substitute for it and
if you wish I will send
you a sample of it in
powdered form.

Yours truly
John W. Farney

7279

[ATTACHMENT/ENCLOSURE]

102 E. Fremont Ave.
Bryant
N.Y.

7309

Mr. W. H. Woodworth
Dear Sir:-

I am now this
substitute for Kutta Percha
in powdered form.

Yours truly
John M. Jones

Sample of not ~~substitute~~ substitute
for Kutta Percha
its an asphalt -
1 E

[ATTACHMENT/ENCLOSURE]

L

June 5, 1919.

Mr. John M. Lerney,
1002 E Tremont Ave.,
Bronx, N.Y.

Dear Sir:-

Your sample of substitute for Gutta Percha in powdered form has been received. We have examined it and find that it is not a proper substitute for Gutta Percha, but is merely an asphalt, and would be of not interest to us.

Yours very truly,

Edison Laboratory.

Made by hand
10/13/19

Meadcraft

Write Harvey Firestone Jr
at Princeton College say
we sent a letter to factory
some time ago asking for
a sample of each kind of
crude rubber. They have
5 lbs each more or less
but got no results. Knowing
he can get it, wish he
would try. We want to
experiment with, want the
samples just as they
receive it, from abroad
Edison

Drug

November 20, 1919

Messrs. D. O. Haynes & Co.,
No. 3 Park Place,
New York City.

Gentlemen:

I am writing this note just to say to you that Mr. Edison was quite surprised not to find quotations of rubber in the "Drug and Chemical Market". He had occasion to look up quotations on this material and naturally turned to your publication, which he keeps on his little table in the Chemical Room. He did not find it, although he looked through several numbers.

I have not made a personal search, but I am wondering whether or not you ever published these quotations. If not, I suppose there must be some particular reason.

Yours very truly,

25.

Asst. to Mr. Edison.

ISSUED EVERY WEDNESDAY

DRUG & CHEMICAL MARKETS

ESTABLISHED IN SEPTEMBER 1914 AS "WEEKLY DRUG MARKETS"

D. O. HAYNES & Co. Publishers No. 3 PARK PLACE NEW YORK U. S. A.

SUBSCRIPTION:—U. S., CUBA AND MEXICO, \$4.00; CANADA, \$4.50; FOREIGN, \$5.00 A YEAR IN ADVANCE

New York November 24 1919.

Mr. W. H. Mendowcroft,
Thomas A. Edison,
Orange, N. J.

Dear Sir:

We have your letter of the 20th in which you say Mr. Edison could not find a quotation on rubber because this item is not quoted in "Drug & Chemical Markets".

It is our purpose in this publication to confine it strictly to the drug and chemical field, and we have never gone into the metals or petroleum or rubber fields, feeling that these materials were a little out side of the scope of this publication.

I am referring your letter to the Editorial Department, however, and asking that they consider again carefully the matter of adding some of these materials -- a subject that has been brought up not only by your letter, but by the request of another good subscriber for quotations on metallic antimony.

Thanking you for the interest displayed by your letter, and assuring you that we are always anxious to perfect our service, we beg to remain

Very truly yours,

DRUG & CHEMICAL MARKETS

D. O. Haynes.

DWH/AA

He is mistaken in thinking
Rubber is not used with chemicals
hundreds of concerns dissolve rubber
+ use it with various gums Resins
+ other compounds E

8285

November 26, 1919.

Mr. H. W. Haynes,
Drugs & Chemical Markets,
3 Park Place,
New York, N.Y.

Dear Sir:-

I received your letter of November 24th,
for which please accept my thanks.

I showed your letter to Mr. Edison, and
he says that your people have been mistaken in
thinking that rubber should be considered apart
from chemicals. It is used in combination with
chemicals by hundreds of concerns, who dissolve
rubber and use it in with various gums, resins,
and other compounds.

Yours very truly,

Assistant to Mr. Edison.

A/8285.

ISSUED EVERY WEDNESDAY

DRUG & CHEMICAL MARKETS

ESTABLISHED IN SEPTEMBER 1914 AS "WEEKLY DRUG MARKETS"

D. O. HAYNES & Co. Publishers No. 3 PARK PLACE NEW YORK U.S.A.

SUBSCRIPTION—U. S., CUBA AND MEXICO, \$4.00; CANADA, \$4.50; FOREIGN, \$5.00 A YEAR IN ADVANCE

New York, December 1, 1919.

Mr. W. H. Meadowcroft,
c/o Thomas A. Edison,
Orange, New Jersey.

Dear Sir:

Your letter of the 26th has been received, and you will doubtless be interested to know that we have decided to add rubber to the items regularly quoted in "Drug & Chemical Markets".

You can appreciate our reluctance to add items to our price list which is already very large and the most complete -- but also the longest -- published in this country, for it is our idea in "Drug & Chemical Markets" to give the essential facts and figures of the chemical industry in as compact form as possible.

I want to thank you for having brought this matter to our attention, and beg to remain

Very truly yours,

DRUG & CHEMICAL MARKETS

D. O. Haynes
Manager

NWH/AA

MITSUBI & CO. LIMITED
(Mitsui Bussan Kaisha, Ltd.)

NEW YORK
MAIN OFFICE, 65 BROADWAY, TELEPHONE 7820 COWLING GREEN
SILK & HATS, 25 MADISON AVE., TELEPHONE 1001 MADISON SQ
TEA DEPT. 87 FRONT STREET, TELEPHONE 684 HANOVER

m
Rubber

near Sir:-

Referring to our recent conversation over the telephone, I am sending you about five pounds each of the below mentioned rucoor by express to-day:-

Roll Brown	Grand Central	Upper Caucho Ball
Xingu Caucho Ball		Guayule

This is all I have been able to collect so far. Two more samples, Cameta and Mexican Scrap are expected to reach here in a few days but I am sending you the above as quite a period of time has passed since your request.

In to-day's market the following prices are quoted:-

Roll Brown 44¢ Grand Central 45-1/2¢
Upper Cauch Ball 38¢ Xingu Cauch Ball 36¢
Guayule 18¢

Trusting these samples will meet with your requirements,

I remain

Yours very truly,

Wm. McKim

S. Namura

SN: 614

8312

ALL QUOTATIONS SUBJECT TO CHANGE WITHOUT NOTICE

FACTORY & GENERAL OFFICES
AKRON, OHIO



Rubber

CALL ADDRESS
"FIRESTONE"

JJC/EML

Akron, Ohio,

December 6, 1919.

Mr. Wm. H. Meadowcroft,
Assistant to Mr. Edison,
Orange, N. J.

Noted

My dear Mr. Meadowcroft:-

Due to the fact that recently Mr. Hamill has been away from the office almost continuously, answer to your letter of November 24th has been delayed. Mr. Hamill is now in New York and prior to his departure he instructed me to obtain for you the information requested in your letter as to the grades of rubber.

The head of our Crude Rubber Department states that while it would be correct to say there is less real rubber in the lower priced specimen, than the higher, this is true in samples from the same specie only to the extent that foreign substances and debris in the way of tree bark, ground dirt, etc. is present. The primary factor in controlling the grade is its source, - the specie. The next controlling factor is the method, care, etc. used in gathering, handling, process of coagulation and preparation for the market, bearing in mind the samples sent you are crude rubber and not compounds. All specimens sent you except the last, the Pontianao, are from the same specie, (the Para or Hevia).

Trusting the above gives the desired information, I am,

Respectfully,

John J. Carney
President's Office.

Edison General File Series

1919. Secretary (W. H. Meadowcroft) [not selected] (E-19-65)

This folder contains personal correspondence of Edison's assistant, William H. Meadowcroft. Also included are some routine interoffice communications.

Edison General File Series
1919. Stock and Bond Offerings [not selected] (E-19-66)

This folder contains correspondence, prospectuses, and other documents relating to the purchase of stocks and bonds. The documents for 1919 consist of circulars and other unsolicited letters attempting to raise funds for new business ventures. Included are items pertaining to the chemical, electric railroad, and motion picture industries. None of the letters received a response from Edison.

**Edison General File Series
1919. Stock Ticker (E-19-67)**

This folder contains the manuscript and typed versions of a letter from Edison to one of his former associates and employees, Charles P. Bruch of the Postal Telegraph Cable Co., offering a system eight times faster than the current one for the transmission of stock quotations and news.

All of the documents have been selected.

(Miss)
P
1919
X 2

October 27, 1919.

Mr. Charles F. Bruch,
c/o Postal Telegraph Company,
253 Broadway,
New York, N.Y.

My dear Bruch:

I notice that very often the Stock
Ticker gets way behind in sending out quotations
on an active day.

I can give the Postal a system much simpler
and cheaper than they have now, that will send out
quotations and news eight times faster than now, and
I don't want much for it. Is the Postal interested
in giving Western Union a run for their money?

Sincerely,

[ATTACHMENT/ENCLOSURE]

Personal

Mr. Charles P.

Bruch - c/o Postal Telegraph Co.
253 Broadway, N.Y. C.

My dear Bruch:

I notice that very often the
Clock Ticker gets way behind
in sending out quotations on
an active day -

I can give the Postal a
system much simpler &
cheaper than they have now,
that will send out quotations
& news 8 times faster than
now, & I don't want much
for it & I ^{the} Postal interested
in giving ^{us} a run for their money.
Sincerely, E

Edison General File Series
1919. Television [not selected] (E-19-68)

This folder contains a slip of paper bearing the typed phrase "Radiophotocellonicoscillat Oriophone," along with the handwritten notations "This is what Edison called Television" and (in another hand) "Dec 1919." There is no evidence that this item was actually generated in 1919 or that Edison ever referred to television technology, still in an experimental stage in 1919, by that name.

**Edison General File Series
1919. Thomas A. Edison, Inc. (E-19-69)**

This folder contains interoffice communications and other documents relating to the organization and administration of Thomas A. Edison, Inc., a large corporation that encompassed Edison's phonograph-related businesses and several others. Some of the documents also deal with other Edison companies, such as the Edison Kinetophone Co. and the Compania Edison Hispano Americana. Among the items for 1919 is a communication from Henry Lanahan of the Legal Dept. regarding a law suit arising out of the settlement of William Fox's "treble damage suit" against the Motion Picture Patents Co. Also included is a communication from Edison to executives Charles Edison and Stephen B. Mambert concerning a fiscal responsibility "policy," along with a list of company employees and their telephone extensions. The correspondents include James Millar of the Export Division, and F. J. Riker of the Power Service Division.

Approximately 50 percent of the documents have been selected. The material not selected consists of a few routine business documents and duplicates of the selected items.

NEW YORK
February 7, 1919.

Mr. W. H. Meadowcroft:-
Edison Laboratory.

Can I trouble you to obtain the signatures of Mr.
Edison to the minutes of La Compania Edison Hispano Americana?

The pages which require his signature are indicated by red cardboard inserts.

If you will be good enough to do this and will
telephone me as soon as it is done, I will arrange to send a
messenger for the book.

J. M. MAH.

JM.MAH.
Enc.

*Signed by Mr. E.
& returned to Mr. Stevens
by his messenger 2/10/19*

NEW YORK
February 7, 1919.

Mr. W. H. Meadowcroft:
Edison Laboratory.

I am handing you herewith Minute-book of the Edison
Kinetophone Company and would ask you to kindly have Mr. Edison sign
the minutes on pages indicated as follows:-

1 signature on Page 42,
1 " " " 44,
1 " " " 45,
1 " on page opposite 46

If you will kindly do the needful, I shall appreciate
it very much.

J. MILLAR.

JM/MAR.
Enc.

*Signed by Mr. E.
& returned to Mr. Meadowcroft
by his messenger 2/10/19
CWM*

When making a call state (1) person's name (2) and each figure of the telephone extension number.

EXAMPLE: MR. AGENS—ONE, THREE, FOUR.

If the name does not appear in this list, state (1) name of individual (2) Function

[illegible]

Mr. Thos. A. Edison

*Noted
TWH*

March 10, 1919

Mr. J. W. Robinson, Secretary,
Thomas A. Edison, Incorporated.

Dear Sir:-

IRWIN vs. THOMAS A. EDISON, INC.

This suit has been settled by Mr. McCarter for the sum of \$500, and a release has been received from Mr. Irwin, the same being dated March 3, 1919 and releasing not only Thomas A. Edison, Inc. but also Edison Manufacturing Company, Frank L. Dyer and C. E. Wilson.

You will recall that this suit arose out of a claim for services alleged to have been rendered by Walter W. Irwin in connection with the settlement of the Fox treble damage suit. Mr. McCarter states that the further defense of the case might easily have cost the amount paid in settlement, and that this was a most satisfactory adjustment of the matter inasmuch as there was a contingent liability of \$3000 besides costs and counsel fees for the other side.

I am handing you herewith the original of the release for your files. Will you kindly acknowledge receipt of the same. Will you also kindly send me a check of Thomas A. Edison, Inc. payable to the order of McCarter & English for \$500. The following notation may be placed on the check:

-2-

"To reimburse you for payment made in settlement
of suit of Irwin vs. Thomas A. Edison, Inc."

The amount of this check should be charged to suit No. 77.

Yours very truly,

Henry Lanahan

HL

C.C. to Messrs. Thomas A. Edison,

Chas. Edison, Lambert and C.H. Wilson

POWER SERVICE DIVISION

Memo #315

April 1, 1919.

Board of Directors, Thomas A. Edison, Inc.,
West Orange, N. J.

Gentlemen:

The Power Service Division asks an appropriation of \$30,245.97 to cover expenditure for the New Boiler Plant which are in excess of the former appropriations of \$305,000.00

Attached is a statement of expenditures made in accordance with Mr. Robinson's analysis of the Construction and Maintenance Division Records.

The appropriation asked for completes the New Boiler Plant at a total expenditure of \$335,245.97.

POWER SERVICE DIVISION

D. J. Riker
D. J. Riker.
Manager.

FJR:MH

DD to Mr. Thomas A. Edison,
Mr. Charles Edison,
Mr. S. B. Mambert,
Mr. H. F. Miller,
Mr. C. H. Wilson,
Mr. J. W. Robinson,
Mr. J. P. Constable.

[ATTACHMENT/ENCLOSURE]

ANALYSIS OF EXPENDITURES ON NEW BOILER PLANT

	<u>Previously Estimated</u>	<u>Completed Cost</u>	<u>Difference</u>
Building	\$143,647.37	\$156,926.71	\$13,279.34
Coal Handling	34,001.70	33,796.49	206.21
Economizers	8,063.14	7,970.06	93.08
F. W. Heater	3,200.00	4,358.29	1,158.29
Pumps	4,080.00	5,606.04	2,526.04
Boilers	28,823.79	30,087.46	1,263.66
Chimney	11,419.60	10,992.10	427.50
Stokers	15,026.00	14,677.41	1,351.41
Sash	10,800.00	5,623.51	4,870.49
Flues	2,811.06	3,856.20	1,045.14
Meters	1,470.00	3,445.05	1,975.05
Piping	20,266.52	36,412.59	16,146.07
Ash Handling	3,612.00	1,736.93	1,875.07
Light & Power Wiring	2,000.00	2,745.80	745.80
Engineering	12,889.23	13,933.06	1,043.83
Legal Fees	203.00	203.00	- - -
Freight & Express	2,398.43	2,601.48	203.05
	<u>\$ 304,371.84</u>	<u>\$334,845.97</u>	<u>\$30,474.13</u>
Changes to Elec. Pow. Lines		<u>& 400.00</u>	<u>400.00</u>
	<u>\$304,371.84</u>	<u>\$335,245.97</u>	<u>\$30,874.13</u>
Previous Appropriations		<u>305,000.00</u>	
Additional Appropriation Asked		<u>\$ 30,245.97</u>	

C O P Y

for Mr. H. F. Menden

Charles and Mambert:

P O L I C Y

1. No expansions requiring more fixed capital.
2. Perfect and cheapen business.
3. Get on basis to discount all bills.
4. Then get out of debt and pay off bonds.
5. Then pay 6%.
6. Then accumulate a surplus.
7. Borrow from Banks only seasonable funds to carry over slow months.

(Signed) Edison

July 10, 1919.

**Edison General File Series
1919. Thomas A. Edison, Ltd. (E-19-70)**

This folder contains correspondence and other documents relating to the administration of Thomas A. Edison, Ltd. (TAE Ltd.) in London. The selected material for 1919 consists primarily of correspondence between Edison's assistant William H. Meadowcroft and TAE Ltd. manager Alfred F. Wagner regarding the legislative and contractual basis for the Gas Light & Coke Co.'s practice of linking dividends to gas prices. Other correspondents include Herbert E. Ibbs of Gas Light & Coke Co.

Approximately 60 percent of the documents have been selected. The unselected material includes routine business correspondence and duplicate copies of selected items. Also not selected, except for the first page, are the lengthy printed enclosures in Wagner's correspondence.

TELEPHONE: 254. ROBERT

TELEGRAMS & CABLES: EDISONORAM, LONDON.
CODES USED: WESTERN UNION, A.B.G. & LIEBENS.



Thomas A Edison Ltd.

164, WARDOUR STREET, LONDON, W. 1.

Edison Kinetoscopes
and
Motion Picture Films

FACTORIES
ORANGE, N.J. U.S.A.
LONDON
BERLIN
PARIS
SYDNEY
BUENOS AIRES.

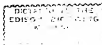
IN REPLYING ADDRESS THE EDITORIAL, NOT THE
INDIVIDUAL, AND MENTION THESE INITIALS

A.E.W./G.S.

January 23rd 1919.

EDISON DICTATING MACHINES.

Mr. Wm. H. Meadowcroft,
Assistant to Mr. Edison,
Laboratory of Thomas A. Edison,
ORANGE, NEW JERSEY, U.S.A.



My dear Mr. Meadowcroft,

Your letter of the 23rd December (reference A.6178) did not reach me until the 11th instant, when I got into touch with the Gas Light and Coke Company resulting in an interview this morning with Mr. Herbert Edward Ibbs, their Chief Accountant and sometime Acting Secretary; meanwhile, in my search for outside information on the subject of your letter, I found some references in the Encyclopædia Britannica copies of which I am enclosing among other papers herewith.

You will observe that the scheme referred to by Mr. Edison whereby the Gas Company operates on a sliding scale (so that when the price to the public goes up their dividends go down and vice-versa) was not exactly a contract made by the Gas Light and Coke Company, but was a provision made by successive Acts of Parliament and modified by further Acts from time to time.

These Acts have been quite numerous and some go back so far that I understand copies are unobtainable, but the chief Acts which affect present conditions are those of 1903 and 1909 which established "The New Sliding Scale for Dividend on Ordinary Stock" as per copy enclosed; I understand that the authorised rate of dividend was originally £10 per cent, but on Conversion of Capital this was changed to £4 per cent when the price of gas was 3/2d per 1,000 cubic feet, this being the Standard Price and Dividend.

Mr. Ibbs was exceedingly courteous in giving me a verbal explanation, but naturally this was somewhat sketchy having regard to the great amount of legislation that has been effected in this regard, and in response to my request for a short printed summary of the situation, he procured for me a copy of "Minutes of Evidence taken before the Select Committee on Gas Undertakings (Statutory Prices) 1918 - Tuesday 30th April 1918", wherein a very clear and concise history of the whole matter is given in the speech of Counsel, Mr. Honoratus Lloyd, in the passages I have marked commencing on page 2 and ending on page 10. Mr. Lloyd was appearing for the Gas Companies in relation to their application for a suspension of the Sliding Scale principle (due to the abnormal conditions occasioned by the War) in which appeal they were successful, but, nonetheless, Mr. Lloyd's historical references were admitted to be correct and impartial as you will note on page 10.

I believe that these "Minutes of Evidence" together with the Gas Light and Coke Company's Report of the Directors and Statement of Account for year ending 31st December 1917, the copy of "New Sliding Scale" and the extract from Encyclopædia Britannica will give Mr. Edison a general idea of the situation, but if you desire to obtain copies of the Acts of Parliament, I will endeavour to procure them.

There is also another book suggested by Mr. Ibbs who is the Author, viz:- "Fields Analysis of the Accounts of the Principal Gas Undertakings in England, Scotland and Ireland", being a collection of figures and statistics showing the operation of the Sliding Scale in the various Gas Companies. The price of this book is 30/-, and I shall be glad to obtain a copy if you so desire.

47 1/2
The Gas Light & Coke Company's Report of Directors and Statement of Account for year ending 31st December 1918 is not yet published, but Mr. Ibbs expects it to be available in about a week's time, and has promised to forward me a copy which I will send to you as soon as received.

I trust that the information contained in this letter and enclosures will go some way to meeting Mr. Edison's requirements, but if he desires any further explanation on some specific point, I would ask you to kindly advise me accordingly.

.3.

Reciprocating your good wishes, and with
kind regards, I remain,

Yours truly,

A. J. Wynne
Manager.

Enclosures:-

1. Typewritten Extract Encyclopedia Britannica.
2. Minutes of Evidence - Select Committee on Gas
Undertakings (Statutory Prices) 1918 -
30th April 1918.
3. Gas Light & Coke Company's Report of Directors
and Statement of Account for year ending
31st December 1917.
4. New Sliding Scale for Dividend on Ordinary
Stock (G.L. & C. Co's Acts 1903 and 1909).

Copy to Mr. Stevens.

[ATTACHMENT/ENCLOSURE]

ENCYCLOPEDIA BRITANNECA

Vol.14 P.828.

In 1810 the Gas Light and Coke Company received a charter permitting it to supply gas to any persons within "the cities of London and Westminster and the borough of Southwark", and as the result of their enterprise Westminster Bridge in 1813 was lighted with gas and in 1814 the whole of the streets of St. Margarets Parish. The City of London Gas Company was formed in 1817 and soon afterwards other seven companies. After several years of wasteful competition the companies came to an agreement in 1857 to restrict themselves to separate localities. This led to the Metropolitan Gas Act of 1860 the only effectual provisions of which were those in reference to the quality of the Gas. The City of London Gas Act of 1868 limiting the price of gas within the City to 3/9d per 1000 feet except in certain cases was the only other measure of a restrictive character passed before 1876, and previous to this the Companies by amalgamation and through the favourable terms on which they were allowed to increase their capital and to raise new shares had enormously increased the value of their dividends. The Act of 1876 from the provisions of which the London Gas Company is exempt, adopted a sliding scale of dividends, one half of the profits after a 10 per cent dividend had been paid going to the shareholders, the other being applied to reduction in the price of the Gas, it being also provided that the price should not be more than 3/9d and that when additions were made to the Capital the shares should be put up to auction. The experimental introduction of electric light by the Commissioners of Sewers of the City and by the Metropolitan Board (for the Thames Embankment and some of the bridges) has led the Gas Companies to provide better light in some of the more important streets. The following table (VII) will show the prosperity of the Companies (1) has not been affected by the legislation of 1876 and as yet has not materially suffered from the threatened competition of electric lighting.

[ATTACHMENT/ENCLOSURE]

.2.

	Total Gas Companies year end- ing Dec. 30th 1880.	Totals year end- ing Dec. 1874.	Increase + or Decrease - from 1874 to 1880.
Amount of Capital authorized.	12,050,719...	10,482,900..	+1,567,819
Paid up Capital.....	10,784,961...	8,287,286..	+1,897,675
Capital remaining to be paid up.....	1,265,757...	1,595,614..	- 329,857
Loan capital authorized.....	3,363,187...	2,058,667..	+1,304,500
Loan capital remaining to be borrowed.....	1,303,805...	329,455..	+ 974,350
Amount of Capital on which 10% is paid.....	8,032,720...	7,246,800..	+ 785,920
Total Income.....	3,988,543...	3,703,198..	+ 285,345
Total Expenditure.....	2,794,858...	2,767,266..	+ 27,592
Total Gas Sales.....	3,015,444...	2,914,800..	+ 100,644
Contract for Public Lighting	221,271...	268,297..	- 47,026
Coal Carbonized.....Tons	1,998,254...	1,444,996..	+ 553,258
Gas sold for public lights.ft	17,012,025...	11,648,859..	+5,363,166
Gas sold for public lamps.ft	1,124,428...	1,074,595..	+ 49,843
Public Lamps.....No.	60,346...	54,119..	+ 6,227

(1) By amalgamation the Companies have now been reduced to
four:- Gas Light & Coke Company Paid up Capital £7,515,000
South Metropolitan Gas Co. " " £1,831,990
Commercial Gas Company " " £ 675,845
London Gas Company " " £ 723,126

[ATTACHMENT/ENCLOSURE]

ENCYCLOPÆDIA BRITANNECA

Vol. 30 P. 351

Gas Companies 1899.

	<u>Capital paid UP</u> <u>at end of year.</u>		<u>Price</u> per 1000	<u>Length</u> of Mains.	<u>No. of Con-</u> <u>sumers on</u> <u>31st Decem-</u> <u>ber.</u>	<u>Profits.</u>
	<u>Share</u>	<u>Loan</u>	<u>Cu.ft.</u>			
	£.		$\frac{s. d.}{100}$	Miles		£.
Gas Light & Coke Co.	22,685,840	4,434,175	3. 0 (b)	2044	353,740	1,262,895
	(a)	(a)	2.1 (c)			
South Metropolitan..	6,072,971	1,795,160	2.1	930	189,618	353,181
	(a)	(a)				
Commercial.....	813,441	238,287	2. 6	279	34,623	109,130
	(a)	(a)				
Brentford.....	948,880	162,300	2.11	312	39,959	91,797
	(a)	(a)				
Crystal Palace.....	621,931	97,651	2. 6	144½	24,654	38,478
	(a)	(a)				
Hornsey.....	145,206	36,301	3. 0	63	6,517	14,743
	(a)	(a)				
Mitcham & Wimbledon.	116,567	25,000	3. 8	85	4,267	14,518
	(a)	(a)				
Wandsworth & Putney.	198,222	22,674	2. 2	75	12,626	19,708
	(a)	(a)				
Total.....	31,503,058	6,811,548		3,932½	666,204	1,904,450

(a) including premiums (b) North of Thames (c) South of Thames.

[ATTACHMENT/ENCLOSURE]

MEMBERS' CORRECTIONS.

ANY Member of the Committee who desires to make any alterations in the Questions addressed by him to a Witness is requested to communicate the same to the Committee Clerk at the next meeting of the Committee.

1.

Select Committee on
Gas Undertakings (Statutory Prices). 1918.

MINUTES OF EVIDENCE

TAKEN before the SELECT COMMITTEE ON GAS UNDERTAKINGS
(STATUTORY PRICES). 1918.

Tuesday, 30th April 1918.

[Great inconvenience having arisen from the Publication of Minutes of Evidence taken before Committees, and of Papers, &c., laid before them, it is particularly requested that Members receiving such Minutes and Papers will be careful that they are confined to the object for which they are printed,—the special use of the Members of such Committees.]

[ATTACHMENT/ENCLOSURE]

THE GAS LIGHT AND COKE COMPANY.

TWO HUNDRED AND ELEVENTH

ORDINARY GENERAL MEETING

AND

EXTRAORDINARY MEETING,

FRIDAY, 8th FEBRUARY, 1918.

REPORT OF THE DIRECTORS

AND

STATEMENT OF ACCOUNTS

FOR THE YEAR ENDING

31st DECEMBER, 1917.

[ATTACHMENT/ENCLOSURE]

200

THE GAS LIGHT AND COKE COMPANY'S ACTS,
1903 and 1909.

NEW SLIDING SCALE FOR DIVIDEND ON ORDINARY STOCK.

Price of Gas per Thousand Cubic Feet.	NEW SCALE, with Scheme for Redemption Fund.					Price of Gas per Thousand Cubic Feet.	NEW SCALE, with Scheme for Redemption Fund.				
	Authorized Rate of Dividend.	Redemption Fund (see Footnote).		Approximate Net Rate of Dividend Distributable (Average of 2 Half-Years).			Authorized Rate of Dividend.	Redemption Fund (see Footnote).		Approximate Net Rate of Dividend Distributable (Average of 2 Half-Years).	
		Annual Amount.	Appropri- ation Rate.	Per cent. s. d.	£ s. d.			Annual Amount.	Appropri- ation Rate.	Per cent. s. d.	£ s. d.
s. d.	£ s. d.	£	s. d.	Per cent. s. d.	£ s. d.	s. d.	£ s. d.	£	s. d.	Per cent. s. d.	£ s. d.
5 8	Nil.	Nil.	Nil.	Nil.	Nil.	2 10	4 10 8	20,000	2 8	4 8 0	
5 7	0 2 8	"	"	0 2 8		2 9	4 13 4	20,000	2 8	4 10 8	
5 6	0 5 4	"	"	0 5 4		2 8	4 16 0	20,000	2 8	4 13 4	
5 5	0 8 0	"	"	0 8 0		2 7	4 18 8	30,000	4 0	4 11 8	
5 4	0 10 8	"	"	0 10 8		2 6	5 1 4	30,000	4 0	4 17 4	
5 3	0 13 4	"	"	0 13 4		2 5	5 4 0	30,000	4 0	5 0 0	
5 2	0 16 0	"	"	0 16 0		2 4	5 6 8	40,000	5 4	5 1 4	
5 1	0 18 8	"	"	0 18 8		2 3	5 9 4	40,000	5 4	5 4 0	
5 0	1 1 4	"	"	1 1 4		2 2	5 12 0	40,000	5 4	5 6 8	
4 11	1 4 0	"	"	1 4 0		2 1	5 14 8	40,000	5 4	5 9 4	
4 10	1 6 8	"	"	1 6 8		2 0	5 17 4	40,000	5 4	5 12 0	
4 9	1 9 4	"	"	1 9 4		1 11	6 0 0	40,000	5 4	5 14 8	
4 8	1 12 0	"	"	1 12 0		1 10	6 2 8	40,000	5 4	5 17 4	
4 7	1 14 8	"	"	1 14 8		1 9	6 5 4	40,000	5 4	6 0 0	
4 6	1 17 4	"	"	1 17 4		1 8	6 8 0	40,000	5 4	6 2 8	
4 5	2 0 0	"	"	2 0 0		1 7	6 10 8	40,000	5 4	6 5 4	
4 4	2 2 8	"	"	2 2 8		1 6	6 13 4	40,000	5 4	6 8 0	
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3 1	4 2 8	10,000	1 4	4 1 4	0 3	8 13 4	40,000	5 4	8 8 0		
3 0	4 5 4	10,000	1 4	4 4 0	0 2	8 16 0	40,000	5 4	8 10 8		
2 11	4 8 0	10,000	1 4	4 6 8	0 1	8 18 8	40,000	5 4	8 13 4		

Standard
Price and
Dividend.

Note.—After £1,000,000 of Ordinary Stock has been purchased, by means of the Redemption Fund, and cancelled, the deduction for the Redemption Fund ceases, and the full Authorized Rate of Dividend becomes distributable.

1st January, 1910.

TELEPHONE 26 MARGENT

TELEGRAMS & CABLES: EDISONGRAM, LONDON.
CODES USED: WESTERN UNION, A.B. & LIESER



Thomas A Edison Ltd.

164, WARDOUR STREET, LONDON, W. 1.

Edison Kinetoscopes
and
Motion Picture Films

FACTORIES
ORANGE, N.J., U.S.A.
LONDON
BERLIN
PARIS
SYDNEY
BUENOS AIRES

IN REPLYING ADDRESS THE COMPANY, NOT THE
INDIVIDUAL, AND MENTION THESE INITIALS

AEW/GS

EDISON DICTATING MACHINES.

February 3rd 1919.

Mr. W. H. Meadowcroft,
Assistant to Mr. Edison,
Laboratory of Thomas A. Edison,
ORANGE, NEW JERSEY, U.S.A.

My dear Mr. Meadowcroft,

With my letter dated 23rd January
addressed to your goodself, I enclosed certain
lists and data in connection with Mr. Edison's
request for information concerning the working
of the Sliding Scale in operation with the Gas
Light and Coke Company and other Public Gas
Supplying concerns.

As promised, I am now enclosing Report
of the Directors (Gas Light & Coke Company) and
Statement of Account for year ending 31st December
1918 which has just come to hand through the
courtesy of Mr. H. E. Ibbs, their Accountant.

Yours truly,

Manager.

Copy to Mr. Meadowcroft.

DICTATED TO AND TRANSCRIBED FROM THE EDISON DICTATING MACHINE.

[ATTACHMENT/ENCLOSURE]

THE GAS LIGHT AND COKE COMPANY.

TWO HUNDRED AND TWELFTH

ORDINARY GENERAL MEETING,

FRIDAY, 7th FEBRUARY, 1919.

REPORT OF THE DIRECTORS

AND

STATEMENT OF ACCOUNTS

FOR THE YEAR ENDING

31st DECEMBER, 1918.

W
February 25, 1919.

Captain A. F. Wagner,
164, Wardour Street,
London, W. 1,
England.

My dear Captain Wagner:

Allow me to extend my thanks
and those of Mr. Edison for your letters of January
23d and February 2d, in which you enclosed data re-
lating to the working of the Sliding Scale in opera-
tion with the Gas Light and Coke Company and other
Public Gas Supplying concerns.

Mr. Edison is greatly pleased with the prompt
attention which you kindly gave to his request.

With kind regards, I remain,

Sincerely yours,

Assistant to Mr. Edison.

A/6537.

March 7, 1919.

Capt. A. F. Wagner,
164, Wardour Street,
London, W 1,
England.

My dear Captain Wagner:

Referring once more to your letter of February 2d, with which you sent me a copy of the Report of the Directors of the Gas Light & Coke Company, let me say that I sent this down to Mr. Edison in Florida. He has written back requesting me to ask if you will kindly obtain for him a copy of the original contract.

Trusting that you may be able to comply with his request, and with kind regards, I remain,

Sincerely yours,

Assistant to Mr. Edison.

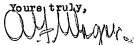
A/6701.

.2.

some further information regarding the original contract to which he refers, I will endeavour to obtain and send forward a copy.

With kind regards, I remain,

Yours truly,



Director and Manager.

Copy to Mr. Stevens.

April 9, 1919.

Mr. A. F. Wagner,
164, Wardour Street,
London, W. 1,
England.

My dear Captain Wagner:

Your letter of March 23th,
in regard to the matter of the "Sliding Scale" of
the Gas Company was received and I sent it down to
Mr. Edison in Florida:

I have just received from him a memorandum
which reads as follows:

"I understood that 35 or 40 years
ago, there was a contract made for a
sliding scale whereby for every penny
the price was reduced the Company was
to receive a part. Thereupon the
Company made large investigations for
reducing their costs so that they could
benefit and at the same time the public
could get cheaper gas. I consider this
type of contract the most sensible kind
of contract ever made. Of course, this
contract was confirmed by Parliament at
the time, but it must exist and contain
details. This is the information I
want."

I trust that you will be able to obtain the
information that Mr. Edison desires.

With kind regards, I remain,

Yours very truly,

Assistant to Mr. Edison.

A/6889. Cy to Mr. Stevens.

TELEPHONE: 646 REGENT

TELEGRAMS & CABLES: EDISONGRAM, LONDON
CODES USED: WESTERN UNION, A.S.C. & LIEBERG



TRADE MARK.
Thomas A. Edison.

IN MAILING ADDRESS THE COMPANY, NOT THE
 INDIVIDUAL AND MENTION THESE INITIALS. **AFW/GS.**

Thomas A Edison Ltd.

164, WARDOUR STREET, LONDON, W.1.

Edison Kinetoscopes and

Motion Picture Films

May 2nd 1919.

EDISON DICTATING MACHINES.

Wm. H. Meadowcroft Esq., Assistant to
Mr. Edison,
Laboratory of Thomas A. Edison,
ORANGE, NEW JERSEY, U.S.A.

My dear Mr. Meadowcroft,

I duly received your letter dated April 9th, acknowledging mine of March 30th in regard to the matter of the "Sliding Scale", and have lost no time in requesting further information of the Gas Light & Coke Company's official.

I think the best thing I can do is to send you a copy of my letter asking for this further information, together with an original letter and enclosure dated let May which is just to hand from Mr. H. E. Ibbs, Accountant.

You will note that Mr. Iobe confirms my previous information to the effect that the operation of the "Sliding Scale" was controlled, not by any specific contract of the Gas Light & Coke Company, but by successive Acts of Parliament.

Will you kindly advise whether the further information given by Mr. Ibbs' letter will meet Mr. Edison's requirements.

With kind regards, I remain,

Yours truly,

truly,
O. J. Wagner.
Manager.

Copy to Mr. Stevens.

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[ATTACHMENT/ENCLOSURE]

COPY

AFW/GS.

April 29th 1919.

H. E. Ibbs Esq.,
The Gas Light & Coke Co.,
Horseferry Road,
WESTMINSTER, S.W.1.

Dear Mr. Ibbs,

Some while since you were good enough to give me some information in regard to the "Sliding Scale" for the benefit of Mr. Thomas A. Edison.

This information was conveyed to him by letter wherein I also enclosed "Minutes of Evidence taken before the Select Committee on Gas Undertakings (Statutory Prices) 1918, Tuesday 30th April 1918", which gave a very complete history of the matter in the Speech of Counsel, Mr. Honoratus Lloyd.

In giving this information, I expressed my understanding that the operation of the "Sliding Scale" was not affected by any specific contract made by the Gas Light & Coke Co., but was the outcome of successive Acts of Parliament extended over a period of years.

Apparently Mr. Edison has such a specific contract in mind, since the following is quoted from a memorandum written by him after receiving my information above referred to:-

"I understood that 35 or 40 years ago, there was a contract made for a sliding scale whereby for every penny the price was reduced the Company was to receive a part. Whereupon the Company made large investments for reducing their costs so that they could benefit and at the same time the public could get cheaper gas. I consider this type of contract the most sensible kind of contract ever made. Of course, this contract was confirmed by Parliament at the time, but it must exist and contain details. This is the information I want".

I regret to trouble you further in the matter, but if such a contract was in existence and if it is possible for you to send me a copy or to indicate how

[ATTACHMENT/ENCLOSURE]

.2.

such copy could be obtained, I am sure that Mr. Edison would very greatly appreciate the courtesy.

As a slight excuse for troubling you further, I may perhaps be permitted to mention that we were your customers for Carboic Crystal Acid to a very considerable extent, since our contracts ran into many thousands of pounds, and there is every possibility that this business relationship may be resumed in the future.

Thanking you in anticipation, I remain,

Yours truly,

(Sgd) A. F. WAGNER.

Manager.

[ATTACHMENT/ENCLOSURE]

Enclosure.

The Gas Light & Coke Company

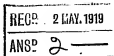
ACCOUNTANTS DEPARTMENT

TELEGRAMS:
"GASLIGHT," VIO. LONDON

N.L.S.

HORSEFERRY ROAD.
WESTMINSTERSW 1.

1st May, 1919.



Dear Mr. Wagner,

I am in receipt of your letter of the 29th ultimo and have much pleasure in enclosing herewith some extracts from The Gas Light & Coke Company's Acts which cover the complete history so far as we are concerned of the arrangement with regard to our Ordinary Stock that was made by Parliament and known as the Sliding Scale.

Mr. Edison, I think, is wrong in supposing that a form of contract, as such, exists. It is customary with a Statutory Undertaking of any kind in this country for nothing of this nature to be entered into by way of a contract between the Undertaking and any other party, an Act of Parliament having to be obtained in every case.

With regard to the effect of the Sliding Scale, Mr. Edison is quite right in assuming that the Companies immediately made attempts, and successfully, to reduce the price of Gas in order that they might have the advantages that the Sliding Scales provide for. As a matter of fact, the extra dividend over and above what is known as standard dividend paid to the shareholders of The Gas Light & Coke Company since

[ATTACHMENT/ENCLOSURE]

(2)

the introduction of the Sliding Scale for a period of about forty years was about £3,750,000 and the amount given to the consumers by way of reduction in the price of Gas, which enabled this extra dividend to be paid, £29,000,000. Roughly speaking, in practice, whenever the price of Gas is now reduced by one penny, the consumers benefit by six-sevenths and the shareholders to the extent of one-seventh. It is, moreover, an excellent arrangement in another way as there can be no accusation of profiteering raised against a Company which has the Sliding Scale, as the shareholders and the consumers benefit together and at the same time.

I think it would be wise for you to point out to Mr. Edison that, although the Sliding Scale is an excellent principle where it can be applied, it has its limitations in this way, that it cannot be made to work unless you have something definite and comprehensive as a basis such as the price of Gas, which covers nearly the whole of our business. In the case of a manufacturer supplying various goods, it would be very difficult indeed to arrange prices which would carry a proviso by which the profits of the concern could be governed.

Furthermore, it is obvious that the principle of the Sliding Scale should only be applied in those cases where it is desired to control and keep in check the price of a commodity which is by the power granted by Parliament to a

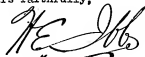
[ATTACHMENT/ENCLOSURE]

(3)

certain extent virtually a monopoly. The commodities sold or the services rendered by what might be described as Public Utility Undertakings are essentially fitted for this particular mode of operation.

I hope that this will give Mr. Edison all the information he requires.

Yours faithfully,


Accountant.

A.F. Wagner, Esq.,
Messrs. Thomas A. Edison, Ltd.,
164, Wardour Street,
W.1.

[ATTACHMENT/ENCLOSURE]

The Gas Light and Coke Company Act 1876.

Price of Gas.

Fixing maximum price of common Gas with sliding scale as to dividend.

Section 19. The standard price to be charged by the Company for common Gas supplied by them shall be three shillings and nine pence per thousand cubic feet: Provided that the Company may increase or diminish such standard price subject to a decrease or increase in the standard rate of dividend to be calculated as follows:-

For every penny or part of a penny charged in excess or in diminution of such standard price in any year the standard rate of dividend except as hereinafter specially provided shall for such year be reduced or increased by five shillings in the hundred pounds per annum:

The Gas Light and Coke Company's Act 1903.

Alteration of standard price and sliding scale as to dividend.

Section 8. On and after the first day of January one thousand nine hundred and four the standard price of the Company's gas shall be three shillings and fourpence per thousand cubic feet in lieu of three shillings and ninepence per thousand cubic feet.

For every penny or part of a penny by which the authorised price in any calendar year exceeds or is less than the standard price the standard rate of dividend shall for such year be reduced or increased by two shillings and eightpence in order to arrive at the authorised rate of dividend.

[ATTACHMENT/ENCLOSURE]

(2)

The Gas Light and Coke Company's Act 1909.

Reduction of standard price and amendment of enactments relating
to sliding scale.

Section 34. As from the date of transfer Section 19 (Fixing maximum price of common gas with sliding scale as to dividend) of "The Gas Light and Coke Company Act 1876" Section 15 (Sliding scale as to dividend on ordinary stock) and Section 8 (Alteration of standard price and sliding scale as to dividend) of "The Gas Light and Coke Company's Act 1903" shall be and the same are hereby repealed and the following provisions shall have effect in lieu thereof (that is to say):-

(1) The standard rate of dividend on the Ordinary Stock of the Gas Light Company shall be four pounds per centum per annum subject to increase or reduction in accordance with the scale hereinafter set forth;

(2) The standard price to be charged by the Gas Light Company for gas supplied by them shall be three shillings and two pence per thousand cubic feet. Provided that the Gas Light Company may increase or reduce the price charged by them for gas above or below the standard price subject to a reduction or increase in the dividend payable by the Gas Light Company on their Ordinary Stock as follows:-

In respect of any half year ending on the thirtieth day of June or thirty-first day of December during any part of which the price charged by the Gas Light Company shall have been one penny or part of a penny above the standard price the dividend payable by the Gas Light Company shall in respect of each penny or part of a penny by which the standard price shall have been increased be reduced below the standard rate of dividend by one shilling and four pence on every one hundred pounds of ordinary

[ATTACHMENT/ENCLOSURE]

(3)

paid-up Capital and so in proportion for any fraction of one hundred pounds;

And in respect of any such half year as aforesaid during the whole of which the price charged by the Gas Light Company shall have been one penny or more below the standard price the dividend payable by the Gas Light Company may in respect of each penny by which the standard price shall have been reduced be increased above the standard rate by one shilling and four pence on every one hundred pounds of ordinary paid-up Capital and so in proportion for any fraction of one hundred pounds;

Provided that if the dividend payable in respect of any half year shall include a fractional amount less than one quarter per centum the Gas Light Company may defer the payment of such fractional amount until the payment of the next or some succeeding dividend and shall in the discretion of the Gas Light Company either add some fractional amount to and pay the same with such succeeding dividend accordingly or add the same to the reserve fund;

The maximum price charged by the Gas Light Company to private consumers during any half year is in this Section called the "authorised price of Gas" and the dividend on the Ordinary Stock of the Gas Light Company for the time being distributable in respect of any half year in accordance with the foregoing scale is in this Act called the "authorised rate of dividend".

**Edison General File Series
1919. Visitors (E-19-71)**

This folder contains correspondence with individuals and groups planning to meet with Edison or visit his laboratory and factories, arranging for others to meet him, or thanking Edison for a recent visit. Among the items for 1919 is correspondence pertaining to visits by numerous representatives and guests of Mitsui & Co., Edison's Japanese business associates. Included is a letter from Baron Shimpei Goto, former Japanese foreign minister and former president of the South Manchuria Railway Co., who debated with Edison about whether the Japanese government was democratic or autocratic and militaristic. Also included are letters relating to visits by M. Koizumi, an electrical engineer with the South Manchuria Railway Co., and by Cmdr. Masato Sugi of the Imperial Japanese Navy.

Other visitors or prospective visitors include Welsh singer Clara Novello Davies and her son, composer Ivor Novello; industrial chemist Camille Dreyfus; Victor Alexander John Hope, Marquess of Linlithgow, and his brother Lord Charles Hope; Russian corporal and violinist Paul M. Iogolevitch; and chemical engineer William Hultz Walker of the Massachusetts Institute of Technology. There is also correspondence with W. Strother Smith of the U.S. Navy Dept. concerning William R. Hinsdale, an amateur inventor whose attempts to visit Edison at the laboratory were repeatedly rebuffed by his assistant William H. Meadowcroft, who characterized himself as "occupy[ing] the position of buffer between the World and Mr. Edison."

Approximately 40 percent of the documents have been selected. The unselected items include correspondence about possible future visits at unspecified times, on unspecified topics, or with unspecified people, especially those whom Meadowcroft believed were trying to obtain a favor or sell something. Also unselected are autograph and photograph requests, letters of thanks or acknowledgment, routine replies stating that Edison was away or too busy, and items duplicating the information in the selected documents.

CHARLES S. BRADLEY
41 PARK ROW
NEW YORK

Thomas A. Edison Esq.,
Llewellyn Park,
Orange, N.J.

New York City, January 2nd. 1919.

*Say would be very glad to
see them anytime*

Dear Mr. Edison:-

There has been established at Cumberland Md., a plant for the manufacture of Cellulose products, by the American Cellulose and Chemical Manufacturing Co. The capital for which has been mainly furnished by English people, The McVickers, Maxim & Co. and their coterie. The English Company is a five million pound corporation having factories in Derby, England, France, Switzerland and Italy.

They established the Cumberland plant at the invitation of the United States Government, to furnish Aceto cellulose for Aeroplane construction and have a capital of ten millions of dollars and will manufacture Aceto cellulose films which are less inflammable than the nitro cellulose ones.

The President of this corporation is Dr. Camille Dreyfus and the vice-president is Major Borcham and they have expressed a very earnest desire to meet you. May I bring them to see you and if so when?

Sincerely yours

Charles S. Bradley

6265

J
CORP. PAUL IOGOLEVITCH

541 WEST 112TH STREET
NEW YORK CITY

WITH
NATIONAL SERVICE SECTION
U. S. SHIPPING BOARD
EMERGENCY FLEET CORP.
919 FIFTH AVE. NEW YORK

Jan. 6th 1918. 6333

My Dear Mr. Meadowcroft,

I believe you will be interested to know that I have signed a contract with Mr. Briggs for the publication of a book of my experiences 'in the great war', and which, I hope, 'may prove very successful'.

Through your courtesy, I have met Mr. Liebold of the Ford Company, who although unable to do anything for me because of the discontinuance of business with Russia, had me taken about the plant, and made my visit extremely interesting and profitable.

I am about to take a position with the International Banking Corporation, which, although not profitable from a monetary point of view, will prove an excellent schooling for me in my future of bringing Russia and America

in closer commercial contact.' This, as you know,
is the great desire of my life.'

The United States Government has presented
me with a beautiful medal in recognition of my
services on the shipping board.' I am very proud
of this gift,' because it reflects the gratitude
of this Nation, and makes my efforts worth while.'

Lastly, I should like to have an opportunity
to play the violin for Mr. Edison and you,' and
in view of the position I am about to take, I
would thank you to make the appointment for either
Saturday afternoon or Sunday, or any evening of
a week-day.'

With kind regards to Mr. Edison and to you
personally,'

Sincerely yours,'

Paul Dugolenty

BRANCHES:

BATAVIA
BOMBAY
CALCUTTA
CANTON
CEBU
COLON
HANKOW
HONG KONG
KOBE
LONDON
MANILA
MEXICO
NEW YORK
PANAMA
PEKING
SAN FRANCISCO
SHANGHAI
SINGAPORE
TIENTSIN
YOKOHAMA
PUERTO PLATA
S. P. DE MACORIS
SANTO DOMINGO
SANTIAGO D. R.
SINGAPORE

International Banking Corporation

55 WALL STREET

CABLE ADDRESS
INSBANCOR
NEW YORK

NEW YORK Jan. 6th 1919

Mr. William H. Meadowcroft,
c/o Edison Laboratory,
Orange, N.J.

Dear Sir:-

Your name has been given to us
as a reference by Mr. Paul Michael Iogolevitch,
and we will appreciate any information you
are in a position to give us regarding his
integrity, character and ability.

Thanking you in anticipation, we

are,

Yours truly,

M. H. ...

Assistant Cashier.

6276

January 2, 1919.

International Banking Corporation,
55 Wall Street,
New York, N.Y.

Dear Sir:- Attention Mr. H. L. Curril, Asst. Cashier:

Your inquiry in regard to Mr. Paul Michael
Iogolevitch has been received.

I regret that my information about him is
very meagre. During the drive for the Fourth Liberty
Loan we held a series of Noon-Day Meetings at those
Works at which various speakers addressed our audiences.
These speakers were furnished by the National Service
Section of the U. S. Shipping Board, Emergency Fleet
Corporation. Corporal Iogolevitch was one of these
speakers.

I met him twice afterward, and as the news-
papers had celebrated his exploits I introduced him
to Mr. Edison, with whom he had a few minutes talk.
He impressed me as a young man of ability with an active
brain and an aggressive nature. We have exchanged
two or three letters since I saw him. This is all
the information I can give you.

Yours very truly,

Assistant to Mr. Edison.

A.6276.

January 16, 1919.

Corp. Paul Iogolevitch,
541 West 113th Street,
New York, N.Y.

My dear Corporal:

I must ask you to accept my apology for not having written to you long before this in reply to your letter of January 8th. The fact of the matter is I have been waiting to see whether I could make an arrangement with Mr. Edison for you to come over and play the violin for him. He has been very busy and is expecting to go down to Florida before long and he regrets that he will be unable to arrange an appointment for you to come out with your violin.

He suggests, however, that you go to our Recording Laboratory in New York and make a trial record, which will be sent to him for his hearing, and which he can hear at some convenient time.

I have spoken to the Manager of our Recording Department, Mr. W. H. Miller. The address is 79 Fifth Ave., New York, and the telephone number is Stuyvesant 2704. If you will call Mr. Miller on the telephone he will make an appointment with you for making a record.

I am glad to learn that you are taking a position with the International Banking Corporation, and trust that it will give you a very favorable opportunity of achieving the results which are so close to your heart.

With all good wishes and kind regards, I remain,

Yours very truly,

Assistant to Mr. Edison.

A/6333.

52 LAFAYETTE STREET
NEWARK, N. J.

January 25, 1919.

Mr. W. H. Meadowcroft,
Care Thos. A. Edison,
Orange, N. J.

My dear Mr. Meadowcroft:


This will serve to introduce to you
Mr. William J. Walsh, to whom I am giving a letter
of introduction to Mr. Edison.

Mr. Walsh has had a wide and varied
experience as a Traffic Manager and the thought
struck me that, perhaps, Mr. Edison would be
interested in such a man.

I would esteem it a personal favor
if you would arrange for Mr. Walsh to see Mr. Edison.

With kind regards, I am

Sincerely yours,



6401

January 27, 1919.

Mr. Wm. F. Hoffman,
52 Lafayette Street,
Newark, N.J.

My dear Mr. Hoffman:

Mr. Walsh came in this morning and brought your two letters, one to Mr. Edison and one to myself. I got Mr. Edison to come in the Library and have an interview with him. He told Mr. Walsh that this matter was in the hands of his son, Charles Edison, who would take the matter up with Mr. Walsh within a few days. I have arranged with Mr. Charles Edison's Secretary to fix up an interview for Thursday of this week.

With kind regards, I remain,

Yours very truly,

A/6401.

*Only address for all offices
Mitsui*

Telephone, Banking Green 7524

MITSUBI & CO. LIMITED

(Mitsui Bussan Kaisha, Ltd.)

M

TOYO
YOKOHAMA
KOBE
OSAKA
NAGASAKI
HOKU
KAGOSHI
KUCHINO
NAGASAKI
YOKOHAMA

KARAKU
KURASHI
SUZUKI
HAGIYAMA
OTSU
TAIPEI
TAINAN
CANTON
HONG KONG
SHANGHAI

NEWCHANG
CHANG CHUN
HAIKUN
VLADIVOSTOK
DALY
TIENTSIN
TIENTSIN
CHENG
RANKIN
SHANTOU

ANDY
FOOCHOW
TUNGTAU
BEIJING
SHANGHAI
HONGKONG
SEOUL
CANTON
HANKOW
HANKOW

BANGKOK
BANGKOK
SINGAPORE
BATAVIA
CALCUTTA
SINGAPORE
HONGKONG
LONDON
LYON
MARSEILLE

RETROBRAD
SINGAPORE
SINGAPORE
SINGAPORE
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SINGAPORE
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SINGAPORE
SINGAPORE
SINGAPORE

65 Broadway,

New York March 5th, 1919.

Mr. Wm. F. Meadowcroft,
c/o Thos. A. Edison,
East Orange, N.J.

Dear Sir:

Confirming the conversation of this morning,
we have pleasure in introducing to you our Mr. R. Tanaka
who is accompanied by our customers Messrs. Yoshikawa and
Hirai. We shall be much pleased if you will kindly
permit these gentlemen to go through your Factory and give
them information they may require.

Any courtesies extended to the above gentlemen
shall be greatly appreciated by.

Yours truly,

MITSUBI & CO. LIMITED
Takeshi Tanaka
By.....
ENGINEERING DEPARTMENT

*And here - 2 p.m. 3/5/19 -
taken from George Kottling Plant*

March 7, 1919.

Mr. Takio Takatori,
c/o Mitsui & Co., Ltd.,
65 Broadway,
New York, N.Y.

Dear Sir:-

I regret that I was out of town when your letter of March 4th was received, but my Secretary had general instructions to attend to matters in my absence, just as if I were here. He reports to me that Messrs. Yoshikawa and Hirai called on March 5th and were shown through the plant, and I am glad that there was no delay on account of my temporary absence.

Yours very truly,

Assistant to Mr. Edison.

A/6708.

Phone 1242 Plaza



10

HOTEL LEONORI,
MADISON AVENUE AND 63RD STREET
NEW YORK

6854

April 1st 1919

Dear Mr. Edison

It is so long ago
that perhaps you have
forgotten meeting me
at Buffalo, when the
people there gave us
a reception. I was
on my way from the
World's Fair, Chicago,
with my Welsh Ladies Choir.
since then I have done
great things, but you have
done much greater

My son (Nar Novello) (who
composed the song "Keep
the home fires burning")
(I am enclosing a photo of him)
is here with me, we are over
from England, just for a
little holiday, and if you
could possibly spare a few
minutes to see us before we
leave, we would feel very
honoured, we will go to you
any time that will suit
you, if you will kindly let
me know whenever
convenient.

Believe me
Yours sincerely
Clara Novello Davis.

[ATTACHMENT/ENCLOSURE]



IVOR NOVELLO

[ATTACHMENT/ENCLOSURE]



For Novels and his wife
Clementine Davis

April 3, 1919.

Mrs. Clara Novello Davies,
Hotel Leonori,
Madison Ave. and 63d St.,
New York, N.Y.

Dear Madam:

Your letter of April 1st has been received and I regret to say that unless you are going to be in the City two or three weeks, you will be unable to see Mr. Edison. He is spending a few weeks in Florida and expects to return somewhere about the middle of the month.

Of course, he will be exceedingly busy for a while after his return, but if you are still in the City you might write again about April 21st, and I will then advise you as to the possibility of meeting Mr. Edison.

Yours very truly,
and Yours for the Victory Loan,

Assistant to Mr. Edison.

A/6854.

WESTERN UNION TELEGRAM

Form 100

Isoto

GEORGE W. K. ATKINS, VICE PRESIDENT

NEWCOMB CARLTON, PRESIDENT

DELVIDERE BROOKS, VICE PRESIDENT

RECEIVED No.	TIME FILED	CHECK
--------------	------------	-------

SEND the following Telegram, subject to the terms on back hereof, which are hereby agreed to

New York, N.Y., April 23, 1919

To W. H. Mesdowcroft,
Edison Lab., Orange, N. J.

Referring this morning's telephone conver-
sation, Baron Shimpei Goto who was President of South Manchurian
Ry., also many times Cabinet Member, sometimes as Minister of
Interior, other times as Minister of Communication, and last
time as Foreign Minister, wishes to meet Mr. Edison. If
possible tomorrow, Thursday morning between 10 and 10:30.
Kindly wire me if you can make the appointment.

E. Seko,
Mitsui & Co., Ltd.

SENDER'S ADDRESS
FOR ANSWER

SENDER'S TELE-
PHONE NUMBER

Baron Shimpei Goto
Secrétaire des Affaires Étrangères
et de l'Intérieur
Membre du Conseil Supérieur des
Affaires Étrangères

Telegram

S

April 23, 1919

K. Seko

care Mitsui + Co

65 Broadway, N.Y.

Mr. Edison will be very
glad to see Baron Goto
tomorrow morning about the time
you mention.

W. H. Meadowcroft

Sent N.Y. 4/23/19
12.35 PM
WMH

Hotel Leonori

Madison Avenue
and 63rd St.

Mr. ALDWYCH.

10

Phone

W-62

april 23rd 1919

Plaza 1342.

Dear Mr. Meadowcroft-

As you very kindly suggested
I am writing, trusting that
you will be able to fix a few
minutes for me and my son
Lieutenant Hor Norrell to see
Mr. Thomas Edison, as soon
as possible, as we would like to
return to England the first week
in May. Thanking you in anticipation.

With best wishes,

W.S.

7020

Yours very truly,
Charles Norrell Davies.

[ATTACHMENT/ENCLOSURE]

Mr. Edison

Will receive
H. M. ...
7

This lady says she
has met you before.

Wants to come over
before leaving for England,
and bring her son, who
wrote the song "Keep the
house fires burning".

See letter + photo
attached.

Meadowcroft

posed by the late Emperor, which clearly show he was imbued with a spirit which was really democratic.

As I promised you, I am enclosing in this letter a few examples of those poems. I told you that the Emperor composed more than ninety thousand poems, all of which were animated with democratic spirit.

It is impossible to discuss difficult problems of politics in such a brief letter. I may, however, say that our Constitutional history clearly shows that the fundamental principles of our Government are not autocratic, but in spirit democratic. Militarism has never had a very strong hold upon our Government. Guided by the democratic spirit of the late Emperor, our officers, both military and civil, have always tried to follow the example left by him.

Under separate cover, I have the pleasure of sending to you my photograph.

Again thanking you for your kindness and hoping to see you again, I am

Yours very sincerely,

Baron S. Goto

Dear people

The Plaza Hotel.
New York City.
April 25th, 1919.

Thomas E. Edison, Esq.,
Orange, New Jersey.

Dear Mr. Edison:

I thank you for the courtesy which you extended to me the other day. It was indeed a great pleasure to meet you, as I had long looked forward to the privilege of knowing you. I only regret that my knowledge of your language is so limited that I was unable to convey my thought to you except through my interpreter.

I was very glad that you spoke about Japanese politics. Through my interpreter I tried to explain to you something of the real nature of the political principles upon which our country and Government are established.

I again wish to emphasize that our Government is far from autocratic. In my conversation with you I referred to the numerous poems com-

[ATTACHMENT/ENCLOSURE]

POEMS
BY
EMPEROR MEIJI

Translated from the Japanese
by
Prof. F. A. LOMBARD
and
Dr. I. NITOME

Would that my human
Heart, as the cloudless heavens
Blue in their shining
Depths, through the boundless spaces,
Broad in its sympathy were.

Compassed by the four seas
Humankind one brotherhood forms ;—
Why, then, should tempests
Rage to ruffle
Thy calmed face ?

God must know my heart
That for the peace of the nations
Prayeth ever—,
For the sake of the people,
For the sake of the people.

Among the millions
Of my people, far and near,
To share a pleasure
Is, o'er every other joy,
One beyond all magnitude.

Oh God in heaven !
If there be a deed of sin,
Thy wrath to merit,
Punish me; the people spare,—
All are children of my care.

明治天皇陛下
御製

あまのこ
すめりたる
大空の
ひろきを
こころさし
わたり

四方の海
みな一
おしよ
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たち

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民は
生か

FOUR HUNDRED AND FIVE FIFTH AVENUE
New York City, May 10, 1919. R

Thomas A. Edison, Esq.,
The Laboratory,
Orange, New Jersey.

Dear Mr. Edison:

I take great pleasure in handing this letter to Professor Doctor Robert Julianier, Captain in the French Artillery. He is Engineer of Arts and Manufactures and is one of a group of engineers who are studying France and the United States for the purpose of creating better relations between them and starting up manufactures.

He is very anxious to meet you and see your laboratory. It is possible that you may have much in common.

Hoping that this finds you in the best of health, I remain,

Very sincerely yours,

George F. Kunz

Mr. John V. Miller

Please return this to me. Mr Edison says Captain Julianier may see our General resin process.

Wm. H. Leland

TELEPHONE MURRAY HILL 8211

RECEIVING ROOM AND WAREHOUSE
443 BROADWAY

THE PHONOGRAPH CORPORATION OF AMERICA
EDISON DISTRIBUTORS
475 Fifth Avenue
New York

May
fifteenth
1919

Mr. William H. Meadowcroft
Thomas A. Edison, Inc.
Orange, New Jersey

My dear Mr. Meadowcroft:

I enclose a copy of a letter that was brought to my office yesterday by Mr. M. Mande whose name you will find in the copy. You will see the letter is very very old. The gentleman who brought it in is also very very old.

He showed me some clippings from a French Newspaper which mention the fact that he was one of the gentlemen who had something to do with a reception given Mr. Edison in Paris many years ago.

To make a long story short Mr. Mande wants to come out to arrange to see Mr. Edison, but he says that, inasmuch as he is over eighty years old, the trip is too much for him. He says he is sure Mr. Edison will remember him. What he really wants is the loan of a phonograph. He asks me to convey to Mr. Edison, through you, his wish, which I am doing herewith. I told him I would probably hear from you in reply in a day or so.

The old gentleman is undoubtedly a scholar and undoubtedly was once a man of some prominence. Just why he is not in a position to purchase a phonograph I do not know. I imagine Mr. Edison must have any number of such requests but I thought I would transmit this to you in view of the personally signed letter which this gentleman has from you, and has kept these many years.

Faithfully yours,

Thomas A. Edison
GENERAL MANAGER

EDB/HD

-Enclosure-



7180

[ATTACHMENT/ENCLOSURE]

O
O
P
Y

The Edison Electric Light Company
65 F I F T H A V E N U E, N. Y. C.

New York, June
21st
1882

Sam^l Insull, Esq.

Dear Sir:

The bearer, M. Mande, was invited by Mr. Edison personally to visit Menlo Park. Mr. Edison promised him a ride on the electric railway, and I write this to ask you if you will kindly see that he is shown the railroad in case Mr. Edison should not be around.

Yours truly,

WM. H. MEADOWCROFT

Center Address for all offices:
Mitsui

Telephone, Building Room 1580

MITSUBI & CO. LIMITED (Mitsui Bussan Kaisha, Ltd.)

TOKYO
YOKOHAMA
KOBE
OSAKA
NAGASAKI
MDJI
HAKODATE
RUFUKINOTO
MIYAKO
WAKKANABE

KARASU
MURAHARA
SUNAGAWA
KAWAOKA
TAIPEI
TAINAN
CANTON
HONGKONG
SHANGHAI

NEWYORK
CHANG CHUN
HARBIN
VLADIVOSTOK
DALY
TIENTSIN
TIENTSIN
CHANG
HANKOW
SWTOW

ANDY
POOHOW
TUNGTAU
PEKING
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PETROBRAD
DALLAS
SAN FRANCISCO
PORTLAND
SEATTLE
VANCOUVER
VANILLA
BORNEO
SINGAPORE
SINGAPORE
SINGAPORE

65 Broadway,

New York May 16th, 1919.

Mr. Wm. Meadowcroft,
Thomas Edison Company,
East Orange, N.J.

Dear Sir:

We take pleasure in introducing to you the
undermentioned gentlemen who desire to visit your Factory:

Engineering Commander M. Sugi,
Engineering Commander T. Kodachi,
Engineering Commander T. Sumita,
Ordinance Lieutenant T. Murase,
Professor Hayakawa,
Assistant Engineer S. Yamaashi,

We shall be much pleased if you will kindly
extend your courtesies to the above gentlemen and allow them
to go through your Factory and give them any information they
may require.

Any courtesies extended to the above gentlemen
shall be greatly appreciated by,

Yours very truly,

MITSUBI & CO. LIMITED
By *John S. Watson*
ENGINEERING DEPARTMENT

May 17, 1919.

Mr. Edw. C. Boykin,
The Phonograph Corps of Manhattan,
473 Fifth Ave.,
New York, N.Y.

My dear Mr. Boykin:

I have received your letter of May 15th enclosing copy of a letter which I wrote in 1882, concerning Mr. H. Mande.

I would scarcely recommend that Mr. Mande take the journey to Orange, on account of his age, but there is a possibility that he might be unable to meet Mr. Edison. As you know, Mr. Edison has been experimenting for our Government during the war times and is still engaged completing some special investigations for the United States Navy. These investigations take him away from the Laboratory occasionally to be absent for several days on the water. You will see, therefore, we cannot always count on Mr. Edison's presence here.

In regard to the loan of a phonograph, Mr. Edison regrets that he will be unable to arrange for this, as we have no used ones on hand that could be loaned, and we are so very much behind in our orders that we simply cannot spare an instrument.

Will you kindly explain this to Mr. Mande.

Yours very truly,

Assistant to Mr. Edison.

A/7180

FRANK L. DYER
55 LIBERTY STREET
NEW YORK

Dyer

10

May 21st, 1919.

Mr. William H. Meadowcroft,
Edison Laboratory,
Orange, N.J.

My dear Mr. Meadowcroft:

I have just given a letter of introduction to Mr. Edison to the Marquis of Linlithgow and Lord Charles Hope, of Scotland, and Mr. John M. Chapman, of Montclair.

The former is a member of the House of Lords, and both he and his Scotch friend are connected with the British Government and are in this country for the purpose of making some sort of a report on labor conditions, and especially the housing of the laboring man.

They are visiting the General Electric Co. this week and also the Otis Elevator Co. and other plants. Naturally they are anxious to look over the Edison plant and to meet Mr. Edison if possible. Their present plan is to be at Orange on next Monday afternoon, the 26th inst.

I have told Mr. Chapman to send the letter in to you, and I will be under obligations if you will see that the gentlemen meet Mr. Edison and get in touch with some one with whom they can discuss the questions in which they are interested.

Very sincerely yours,

Frank L. Dyer

9214

[ATTACHMENT/ENCLOSURE]

FRANK L. DYER
FIFTY FIVE LIBERTY STREET

May 21st, 1919.

My dear Mr. Edison:

Permit me to introduce the Marquis of Linlithgow and Lord Charles Hope, both of Scotland, and my friend and neighbor, Mr. John M. Chapman, of Montclair.

The two former gentlemen are in this country for the purpose of looking into labor conditions here and of visiting some of the representative industrial plants.

I will be very much obliged if you will put them in touch with one of your men with whom they can discuss the subject, and I am sure they would like very much to make a visit through your plant.

With best wishes,

Yours very truly,

Frank L. Dyer

Mr. Thomas A. Edison,
Orange, New Jersey



IMPERIAL JAPANESE NAVY
METROPOLITAN LIFE BUILDING
NEW YORK CITY

Photo

S

May 23rd, 1919.

Mr. William H. Meadowcroft,
The Edison Storage Battery Co.,
804 Lakeside Avenue,
Orange, New Jersey.

My dear Mr. Meadowcroft:-

On behalf of my party and myself, I desire to express my sincere thanks to you and the other gentlemen who took us through your factory, when we visited Orange recently. I assure you, our visit was a most interesting and instructive one.

When I was at your Works, the thought came to my mind, that if Mr. Edison goes any further in the trend of invention, he will make a machine which will be superior to and entirely take the place of man, and man will merely become an inferior object just as machines were in the olden times.

We certainly were exceedingly delighted to have had the privilege

To MASATO SUGI

(2).

of personally seeing Mr. Edison, one of the greatest and one of the most wonderful men in the world. We were surprised to see that he is so vigorous and so healthy, inspite of his age.

May I ask you to kindly send me a photograph of Mr. Edison, and indeed, I shall highly appreciate it if you will please have him put his autograph upon it.

With best personal regards to Mr. Edison and yourself, I remain

Sincerely yours,

M. Sugi.

IN REPLY ADDRESS
THE SECRETARY OF THE NAVY, INVENTIONS
AND REFER TO NO.

NAVY DEPARTMENT
WASHINGTON

WSS;mw

June 16, 1919.

My dear Mr. Meadowcroft:

This office has a large file of correspondence from Mr. William R. Hinsdale of Orange, New Jersey.

Personally, I think Mr. Hinsdale is a little unbalanced. If you can confidentially find out anything in regard to him, I will be very much obliged. You are probably in close touch with people in Orange who could give you the desired information.

Very sincerely yours,

W. B. Smith
Rear Admiral U.S. Navy.

Mr. Wm. H. Meadowcroft,
Edison Laboratory
Orange, New Jersey.

7415

June 18, 1919.

Rear Admiral W. Strother Smith,
Navy Department,
Washington, D.C.

My dear Admiral:

I am in receipt of your letter of
June 16th in regard to Mr. Wm. R. Hinsdale, of Orange,
N.J.

Personally, I am quite of your opinion in
regard to him. He has been here a number of times
and wanted to see Mr. Edison concerning a certain
scheme that he has been trying to push, but I have not
allowed the two to come together, as I was very sure
that Mr. Edison would not spend a moment's time on
the matter. Probably you realize that I occupy
the position of buffer between the World and Mr. Edison.

Just at the moment I did not know of anyone
in Orange whom I could ask about Mr. Hinsdale, but
will make a few very cautious inquiries and see if I
can find out anything. I shall have to be very
careful, because if he should get wind of my making
any inquiries, he might think that Mr. Edison was
manifesting some interest. I am very desirous, of
course, to avoid creating this impression.

Yours very truly,

Assistant to Mr. Edison.

A/7415.

IMPERIAL JAPANESE NAVY

INSPECTORS' OFFICE

METROPOLITAN LIFE BLDG.
ROOM 212-213
PHONE NO. GRAM 1205

ONE MADISON AVENUE
NEW YORK CITY

In reply refer to
Commander H. Sugi.

July 21st, 1919.

Mr. William H. Meadowcroft,
The Edison Storage Battery Co.,
804 Lakeside Avenue,
Orange, New Jersey.

My dear Mr. Meadowcroft:-

This letter will introduce to
you, Captain S. Yokota and Commander H. Miida of our
Navy, who desire to see your Works.

I am very pleased to hear from
Kitsui & Company that you will receive these gentlemen
tomorrow morning after nine o'clock.

Assuring you I shall highly
appreciate any courtesies you extend to them, and thank-
ing you in advance for your kindness, I remain

Sincerely yours,

FOR THE IMPERIAL JAPANESE NAVY.

MS:DAK.

8
July 23, 1919.

Mr. K. Seko,
Mitsui & Co., Ltd.,
65 Broadway,
New York, N.Y.

My dear Mr. Seko:

When I saw you last you intimated that you were about to close your connection with the New York house of Mitsui & Company about August first, and that you would like to come out and say good-bye to Mr. Edison. You will remember that I suggested it might be well to bring the new Manager, Mr. Kabayashi, and introduce him to Mr. Edison.

If you still wish to do so, Mr. Edison will be glad to see you. He is going away in a few days on a camping trip, but I think he will be here until at least next Tuesday. If you desire to come out to Orange, you can telephone me in advance.

With kind regards, I remain,

Yours very truly,

Assistant to Mr. Edison.

A/7580



Cable Address
FORDING, NEW YORK
CABLES
PRIVATE A. L. & C. L. LINDENBERG
LINDENBERG, WESTERN UNION, NEW YORK

30 CHURCH STREET

New York

Sept. 9th, 1919.

In your reply
Please refer to LHP/JS

Your reference

Thos. A. Edison, Inc.
Orange, N. J.

Gentlemen:-

Mr. M. Koizumi, Electrical Engineer of the South Manchuria Railway Company is now in this country, inspecting locomotives ordered by his company through us from The Baldwin Locomotive Works, and while in this country he is anxious to make a particular study of materials used in the electrical engineering field.

He has asked that we obtain for him permission to visit your plant. If such permission can be granted, we would appreciate receiving from you a letter of introduction for him to your plant.

We are sorry that at this time we cannot give you his schedule; i.e. the approximate date when he would arrive.

If it is possible, we would greatly appreciate receiving from you permission for Mr. Koizumi to visit your plant.

Yours very sincerely,

J. H. P. Rubin JS

Export Manager.

7796

(Care Address) "Edison, New York"

From the Laboratory
Thomas A. Edison



Change of

September 12, 1919.

REFERRED FOR
ACTION NOTATION

RECEIVED SEP 13 1919

Frasar and Company,
30 Church Street,
New York City.

Gentlemen:-

We are in receipt of your letter of September 9, (reference LEP/23), regarding a proposed visit to our plant by Mr. Koizumi, Electrical Engineer of the South Manchuria Railway Company.

Evidently Mr. Koizumi is under the impression that Mr. Edison is carrying on an electrical manufacturing business. This is not the case, however, as Mr. Edison has not been actively associated with the manufacture of electrical appliances for many years past. The largest part of our product at this plant is phonographs and records. We do, however, make storage batteries of the alkaline type, and if Mr. Koizumi would like to go through our Storage Battery Plant, we should be glad to show it to him.

If he decides to visit our plant, no letter of introduction will be necessary. All he need do is to come over here, ask for Mr. Meadowcroft, bringing with him a card from Frasar and Company.

Yours very truly,

H. Meadowcroft
Asst. to Mr. Edison.



Cable Address
FYZARD, NEW YORK
ADAMS
PRIVATE A. L. A. S. (INTERNATIONAL)
MEXICO, HONOLULU, SAN FRANCISCO, NEW YORK

30 CHURCH STREET
New York

Sept. 17th, 1919.

~~In your reply~~
Please refer to LHP/APR.

Your reference

Laboratory of Thomas A. Edison,
Orangetown, N. J.

Gentlemen:- Attention of Mr. Wm. H. Meadovercroft

Thank you for your letter of the 12th inst.
replying to ours of the 9th.

Mr. Koizumi is very anxious to see your
Storage Battery Plant, and we are therefore extend-
ing this letter of introduction to him.

Any courtesies you may be able to show
Mr. Koizumi will be greatly appreciated by us.

Yours very truly,

L. H. Peck
Export Manager. *P*

P. S. Attached hereto is your
letter of the 12th inst. granting
Mr. Koizumi permission to visit
your plant.

Encl.

MASSACHUSETTS INSTITUTE OF TECHNOLOGY
DEPARTMENT OF CHEMISTRY AND CHEMICAL ENGINEERING
CAMBRIDGE, MASS.

Diary

October 7, 1919.

Mr. William H. Keadowcroft,
Thomas Edison Co., Inc.,
Orange, N.J.

Dear Mr. Keadowcroft,

The proposal which I tried to make to Mr. Edison at the time of my last visit still seems to me so sane that I am not entirely satisfied that it is impossible to interest him in it. I write at this time simply to inquire whether at any subsequent time you had occasion to casually mention my visit, and whether you obtained from him an idea that upon thinking the matter over he would be interested.

It is not my purpose to bother him further unless from some remark which he may by chance make you are of the opinion that he is interested.

Thanking you for your consideration at the time of my visit, I remain

Yours very truly,

Wm. H. Walker
Wm. H. Walker.

WHW:P

7997

October 9, 1919.

Dr. Wm. H. Walker,
Massachusetts Institute of Technology,
Cambridge, Mass.

Dear Dr. Walker:

Your letter of October 7 was duly received. Since your visit here, Mr. Edison has not in any way referred to the interview that he had with you. To be entirely frank with you, let me say that I am quite sure he has not changed his opinion since you last saw him and I greatly doubt that he would be interested in the proposal you laid before him.

I am sorry to write so discouragingly, but am sure that you desire my honest opinion.

Very truly yours,

Ediphoed:24

ALFRED E. MARLING
CHAIRMAN

D. H. FANCHER
TREASURER

JOHN R. MOTT
GENERAL SECRETARY

Roberson
R
The International Committee of Young Men's Christian Associations

347 Madison Avenue, New York.

FOREIGN DEPARTMENT

OFFICE OF
CENTRAL WESTERN DISTRICT
1500 Association Bldg.,
19 South LaSalle St.,
Chicago Ill.

October 11, 1919.

Mr. Thos. A. Edison,
Orange,
New Jersey.

Dear Mr. Edison:-

*Day will see him
any time
phone etc*
It was a very great disappointment that I had no opportunity to meet you in connection with the dinner which Mr. Sperry so kindly arranged in New York last summer. My disappointment was greater because in my scientific lecture work in China I have often had occasion to speak of your contributions not only to America and other countries, but to the life of China as well, and it has been a source of pride and encouragement to find in how many cities of China your name is known and the regard the people of China have for your kind of men and the fundamental character of your contribution to the world's progress.

It was a source of amazement to me in my contact with the people of China to find the great place Washington and Lincoln have in their regard. This led to special lectures on them, and my experience in this and the finding of the interest that they have in you has made me plan to take back to China this time a special illustrated lecture on your work. In this connection it is my great hope that when I come to New York some time this fall I may have an opportunity to study and to observe at closer hand some of the work you are now doing and to have an opportunity to see you in person.

I shall be spending some time in Mr. Sperry's place in Brooklyn and shall hope to get in touch with you from there.

8026
You may be interested in the picture I am sending you which after considerable delay has just reached me from the interior of Siberia. It represents one of the audiences in a week's series on wireless in the city of Tomsk, that great university and cultural center of all Siberia.

-2-

This was one of the many campaigns in the principal cities of Russia and Siberia on demonstrated scientific lectures with attendances of from five to ten thousand people per city. This work coming as it did as an expression of friendship from the American to Russian people was tremendously appreciated and constituted one of the most stimulating experiences of my seventeen years of popular educational work in the Orient.

Very cordially yours,

CHR/BAS

C. H. Robinson

Enc.

Cable Address for all offices:
Mitsui

MITSUBI & CO. LIMITED
(Mitsui Bussan Kaisha, Ltd.)

NEW YORK

MAIN OFFICE, 65 BROADWAY, TELEPHONE 7520 BOWLING GREEN
SILK & HABUTAI DEPTS. 25 MADISON AVE., TELEPHONE 1001 MADISON SQ.
TEA DEPT. 87 FRONT STREET, TELEPHONE 054 HANOVER

65 Broadway,
New York, November 10th, 1919.

Gentlemen:

Any courtesies extended to the above gentlemen shall be greatly appreciated by,

R. Tanaka.

MIYUI & CO., LIMITED

ASSISTANT MANAGER

8196

Gitaro Yamakawa
Professor of Electrical Engineering
Tokyo Imperial University

Go. British Consulate - General

New York City

C

Nov. 17-1918.

Dear Sir:

all right come
E

I have arrived in New York
on my way to Europe. I should
so much like to run out the Orange
and see you if only for a moment.

My book which incorporates a section on
your Storage Battery is just published &
I may say that I still treasure the
autographed copy of your brochure on
The Edison Storage Battery as one of my most
valued possessions.

Yours very respectfully,

Herold H. H. Cross.

(Sole of Edison Storage)
In. Birmingham

8198

C

November 12, 1919.

Mr. Harold H. U. Cross,
c/o British Consulate General,
New York, N.Y.

Dear Sir:-

Your letter of November 11th has been received and shown to Mr. Edison. He wishes me to say that if you will come over to Orange he will see you. I would suggest that you telephone me first so as to make sure that he is here. Please call Orange 6800 and ask for Mr. Meadowcroft.

Yours very truly,

Assistant to Mr. Edison.

A/8198.

(Arrd 4:40 P.M. 11/14/19
and Mr. E.)

November 12, 1919.

Mitsui & Co., Ltd.,
65 Broadway,
New York, N.Y.

Dear Mr. Tanaka: Atten: Engineering Dept. - #111 -241:

Dr. G. Yamakawa and Mr. T. Yokota came in yesterday and were shown through the Battery Plant and also had an interview with Mr. Edison. They expressed themselves as being very well pleased with their visit.

Some time ago, the Manager and Superintendent of one of the Mines of Mitsui & Company came over here and had an interview with Mr. Edison, who made mention to them at the time about our Storage Battery Miners lamp. They said that they would bring this lamp to the attention of Mitsui & Co. and would probably use some of them in their mines. Mr. Edison has been wondering whether anything further has been done about this, and asked me to drop you a note of inquiry.

Trusting I may have the pleasure of hearing from you on this subject, I remain,

Yours very truly,

Assistant to Mr. Edison.

A/8196

¹Cable Address for all offices:
"Mitsui"

HEAD OFFICE, TOKYO, JAPAN		
YOSHIMASA	CHAND CHUN	MANILA
HBDE	VLADIVOSTOK	GANDKIK
OSAKA	DOCHY	RANDKOK
KADASAKI	TIELIND	SEMPURAYA
NADDYA	TIENHSEN	DATAVIA
KUKKINTZU	CEKFOU	SEMPURE
MIKIN	HWATOW	CALCUTTA
WAKAMOTO	SWATOW	BMGAY
KARUSU	ANDY	SYDNEY
MURORAK	POKOROW	NEWBOURNE
HANAKATE	TEINDTAU	LONDON
OTARU	BEIKIND	LYON
TAIPEI	ORIN	LOS ANGELES
YUJIN	WANG DEN	PETROBRAS
CANTON	SEBUL	DALLAS
HONGKONG	CEHUELPU	SAN FRANCISCO
SHANGHAI	WANG	HOUSTON
NEWCHWANG	KWANCHINTU	SEATTLE
		SUENO AIRS

MITSUBI & CO. LIMITED
(Mitsui-Bussan Kaisha, Ltd.)

NEW YORK
MAIN OFFICE, 65 BROADWAY, TELEPHONE 7520 BOWLING GREEN
SILK & HABUTAI DEPTS. 25 MADISON AVE, TELEPHONE 1001 MADISON SQ
TEA DEPT. 87 FRONT STREET, TELEPHONE 934 MAHOVER

65 Broadway,
New York, November 17th, 1919.

Mr. Wm. H. Meadowcroft,
Edison Storage Battery Company,
Orange, N.J.

Dear Sir:

We have pleasure in introducing to you the bearer Mr. Y. Yokokura, Engineer of Kaijima Coal Mine who desires to see your Factory. Mr. Yokokura is specially interested in Edison Miner's Lamps.

We shall be much obliged if you will kindly allow him to go through your Factory and if possible, will you kindly arrange for a meeting with Mr. Edison.

Any courtesies extended to the above gentleman shall be greatly appreciated by,

Yours truly,

R. Tanaka.

MITSHI & COMPANY, Ltd

ASSISTANT MANAGER

and Mr. Yutaro Shimizu

D
1919 TAE - 1211

GENERAL ELECTRIC COMPANY
120 BROADWAY, NEW YORK

here

GEORGE F. MORRISON
VICE PRESIDENT

December 16, 1919

Thomas A. Edison, Esq.,
West Orange,
New Jersey.

Dear Mr. Edison:

This will introduce to you Dr. Y. Nakahara, vice President and Managing Director of the Tokyo Electric Light Company, and vice President of the Illuminating Engineering Society. Dr. Nakahara was an old friend of Prof. I. Fujioka, who was well known to you in the early days as a pioneer in the electrical field in Japan.

Dr. Nakahara came to America as a member of the Japanese Labor Delegation attending the Labor Conference at Washington, and while here is taking the opportunity to familiarize himself with up-to-date practices in the American electrical field.

He has spent some little time in our factories, and has expressed a desire to meet you. We would appreciate it if you could give Dr. Nakahara a few moments of your time, and I think it would be time well spent, as I am sure you will find that you and the Doctor have many interests in common.

Thanking you for any courtesies you may be able to extend Dr. Nakahara, I am

Faithfully yours,

G. F. Morrison

GFM/EB

ASSISTANT MANAGER

**Edison General File Series
1919. West Orange Laboratory -- General (E-19-72)**

This folder contains administrative and experimental records relating to Edison's principal research facilities in West Orange, New Jersey. Among the items for 1919 are six pages of notes made by representatives of the United States Radium Corp. (then known as Radium Luminous Material Corp.), whose luminous paint would eventually result in the deaths of several "radium girls" who worked at their factory in Orange. Also included is a questionnaire from the S. S. White Dental Manufacturing Co. about working hours of research and clerical staff, with answers by Edison and his assistant William H. Meadowcroft. In addition, there are notes by Harold N. Cox on errors in electrical capacity tests on iron and nickel mixes and by John V. Miller on experimental preparations of nickel hydrate, along with a communication pertaining to M. Arthur Wolf's recording experiments at the Columbia Street Studio.

Approximately 50 percent of the documents have been selected. The unselected material includes internal notes and communications about signs, forms, books, filing, expenses, and buildings; and letters of transmittal without their attachments. Also not selected are items referring to blueprints showing the electrical cable between the laboratory and Glenmont, Edison's home in nearby Llewellyn Park.

Radium

active

Polonium is very

acid resistant

Mems. made by
representatives of
Radium Lum. Materials

May 1/19

Lithium ^{most}
 α β γ $\frac{26}{11}$
 $\frac{92.9}{100}$

110\$ per milligram
 of Ra. Element

1.87 pure
 Ra Br₂ + 2H₂O

\$80.00 1700 years
 1/2 life

we make up
to

we prepare
themselves up
to 30 times
more active as
pure p. from the

1/2
1/2
1/2

92%

5%

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knock in phase

or

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d - 5cm

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from originator
to weak to
be noticeable

Emer. Amend

Am. - Electroscope

3/11/18

30.

4.8 gers // pstray

Mesothorium -

80% activity

equivalent to

one microgram of

Plutonium Element

St. Joachim's Hall

The S. S. White Dental Manufacturing Co.

FOUNDED BY S. S. WHITE IN 1844
INCORPORATED IN 1881

TELEPHONE 441, TOTTENVILLE ROAD
TELEGRAPH ADDRESS NEW BRUNSWICK
CABLE TELEPHONE EXCHANGE

ADDRESS REPLY TO
C. & M. DIVISION

"Since 1844 the Standard"

Chemical and Metallurgical Division

FREDERICK A. JOHNSTON, SUPERINTENDENT

Prince Bay, N. Y.

MAIN OFFICE
21-23 SOUTH TWELFTH ST.
PHILADELPHIA

BRANCHES

NEW YORK BROOKLYN
BOSTON ATLANTA
CHICAGO DALLAS
SAN FRANCISCO

FACTORIES
PHILADELPHIA, PA.
PRINCE BAY, N. Y.

W

September 10, 1919

Thomas A. Edison, Inc.
Orange, New Jersey

Gentlemen:

For the purpose of comparing our own time with that of others we write to ask the questions appearing on the enclosed list.

We trust that you will not think us officious in asking these questions or that we are unduly burdening you with this inquiry.

We will greatly appreciate your courtesy if you find it practicable to give us this information.

Yours truly,

THE S. S. WHITE DENTAL MFG. CO.

C. & M. Division

Frederick A. Johnston



[ATTACHMENT/ENCLOSURE]

A.T. Sheet No. _____

The S. S. W. D. M. Co.

September 10, 1919

Thomas A. Edison, Inc.
Orange, N. J.

Between what hours daily, except Saturday and Sunday, do
the members of your laboratory research force work? -

*8 am till 5:30 to
6 - according to the
Experiment. They are
weekly men, if experiment
requires, work overtime*

Between what hours on Saturday?

*8 to 12. but many of my experimenters
stay along on Saturday afternoon voluntarily*

Are the hours of assayers or men doing routine chemical work

different from the hours of men doing research or experimental work? *Have*

no routine men, except laborers, & these work

If so what hours? *the same hours, being weekly
men*

How do the hours of your research or experimental laboratory
force compare with those of your office clerical force?

*Office men
also weekly. What's their hours*

Their hours are 8:30 1/2 5:30

meantime


September 18, 1919.

Mr. Frederick A. Johnston,
c/o The S.S. White Dental Mfg. Co.,
Prince Bay,
Richmond County, New York.

Dear Sir:-

Your letter of September 10, asking us to furnish you with data in order that you might compare your own time with that of others was received and brought to Mr. Edison's attention. He has answered your questions as per enclosure herewith, which we trust will be of some use to you.

Yours very truly,

Asst. to Mr. Edison.

25
Enclosure

OK *Wes*

JVM---1145.
Sept. 19, 1919.

Experiment for Mr. Edison - Ni. Hydrate.

Mr. Hunter,

Mr. Edison requests that we make for him as soon as possible 200# batch of Nickel Hydrate made in the following way -

Regular proportion of Nickel and Sulphate of Soda, precipitated, boiled one hour, washed free of soda and sulphate of soda, filtered to a thick mash, but do not dry. Ship in clean cans to Mr. Edison.

It is understood that Mr. Edison may possibly want 50 to 100 # of this material a day and will let us know later.

It is understood that you will make this from the first or second batch of our regular material which will be made on Monday next.

It is understood that you will wash this free of soda, sulphate of soda, either in a filter press or in a filter bag.

Please understand that this is to be a thick mash and sent to Mr. Edison as such. It is not to be dried in any part of the process.

J.V. Miller,

Division Manager.

JVM-MG.

Mr. Meadowcroft for Mr. Edison.

Sound - Research

file

THOMAS A. EDISON LABORATORY

October 24, 1919.

Mr. William Meadowcroft:

Mr. Edison has requested Mr. M.A. Wolf to do certain work for him in the Columbia Street Studio in connection with recording sounds. Will you kindly advise as to whether this work to be done by Mr. Wolf is in connection with "Sound Experiments" being carried on by Mr. Holland under Mr. Edison's instructions or whether it will be advisable to issue another Experimental Shop Order to cover the work in question? If the latter is the case, will you kindly give me sufficient information in order to so describe the new experiment? Is the new work to be billed to the Musical Phonograph Division or to be carried by the Laboratory for the account of Mr. Edison?

*The Experiments are for
the account of Coalbrook*

J. H. Ryder

LABORATORY OFFICE MANAGER.

*Miller of Recording
Dept 1*

GMR:FS

*80.
200X-140*

Handwritten initials and a grid-like diagram.

12-23-19

Mr. Edison,

Have investigated the errors of the electrical test of iron wire and nickel hydrate and find that the variation is over 30%. We may be rejecting material that ought to be passed and may be passing material that ought to be rejected, and a whole lot of time is wasted arguing about differences in capacity that are smaller than the error of the test.

The errors are partly in the loading of the pockets and partly in the electrical part of the test, but one will have to be eliminated before we can get at the other.

If we automatically control the current and temperature and if we cut out each cell automatically when it reaches its limiting voltage the errors of the electrical part of the test will be practically eliminated, and four less

(2)

men will be needed for testing.

To demonstrate the practicability of automatic control, I have suggested to the Storage Battery that we make a test table for about 60 cells, but they do not want to spend the money now. I think they have a lot of other work going on that is not so important, but we can make the table here to show them that it will work. The first table might cost \$1000. Shall we do it?

Attached memos give details.

J.H.B.

[ATTACHMENT/ENCLOSURE]

Sheet No. 1

TEST CAPACITY OF IRON MIX - FIRST RUN INVESTIGATION - 5 gm. POCKETS
12-12-19

ROUTINE TESTS	NO. OF TESTS	DATE	ITEM	RUN NO.								AVERAGE % VARIATION	
				1		6		8		AVERAGE % VARIATION			
				M.A.H.	M.A.H.	FACTOR	M.A.H.	FACTOR	M.A.H.	FACTOR	M.A.H.	FACTOR	
2953	4-25-14 to 12-21-16	3-b	40	1	Aver.	1760	1143	.65	1660	.95	48.2	24.2	
					Max.	1940	1435	.77	1920	1.00			
					Min.	1295	775	.58	1087	.80			
					Diff.	645	660	.19	835	.19			
					Var. %	36.8	57.6	28.2	50.2	20.2			
3469	1-10-17 to 4-4-19	80	1	1	Aver.	1735	1162	.67	1715	.99	30.1	25.5	
					Max.	1895	1360	.73	1840	1.04			
					Min.	1580	750	.45	1490	.93			
					Diff.	315	600	.28	350	.11			
					Var. %	18.2	51.6	41.9	20.4	11.1			
4702	8-7-19 to 9-3-19	100	1	1	Aver.	1823	1247	.68	1799	.99	33.4	27.5	
					Max.	1950	1980	1.02	2005	1.05			
					Min.	1540	1185	.75	1465	.90			
					Diff.	410	795	.27	540	.15			
					Var. %	22.5	48.8	39.8	30.0	15.1			
					Aver.	1796	1166	.65	1710	.95	52.5	55.0	
					Max.	1900	1830	.99	2050	1.12			
					Min.	1650	625	.35	1470	.91			
					Diff.	350	1205	.64	580	.21			
					Var. %	19.5	103.5	98.4	33.9	32.6			
AVERAGE PER CUNT. VARIATION						24.3	65.4	52.1	32.6	19.8	41.0	35.8	
FACTORS													
					Aver.			.66		.97	4.4		
					Max.			.68		.99			
					Min.			.65		.95			
					Diff.			.03		.04			
					Var. %			4.6		4.1			
ROUTINE TESTS	6-20-19 to 10-7-19	100	1	1	Aver.	1686	1156	.69	1609	1.00	46.6	73.0	
					Max.	1900	1690	1.04	1935	1.24			
					Min.	1500	750	.44	1000	.65			
					Diff.	400	940	.60	935	.69			
					Var. %	24.8	82.2	87.0	55.4	59.0			

[ATTACHMENT/ENCLOSURE]

Sheet No. 2

VERMONT CAPACITY OF IRON MIX - FIRST RUN INVESTIGATION - 5 gm. POKETS

CAPACITY OF					RUN				AVERAGE VARIATION		
A	ROUTINE TESTS	NO. OF POKETS	NO. OF TESTS IN GROUP	ITEM	1		2		3		
					M.A.H.	M.A.H.	FACTOR	M.A.H.	FACTOR	M.A.H.	FACTOR
2314	12-10-12 to 5-6-14	40	20	Aver.	1760	1143	.66	1660	.95		
				Max.	1778	1176	.66	1680	.97		
				Min.	1745	1106	.63	1486	.85		
				Diff.	33	70	.03	194	.12		
				Var. %	1.9	6.1	4.6	11.7	12.6	6.6 8.6	
2958	4-25-14 to 12-21-15	60	20	Aver.	1735	1162	.67	1716	.99		
				Max.	1772	1189	.69	1730	1.01		
				Min.	1718	1148	.66	1688	.98		
				Diff.	54	41	.03	42	.03		
				Var. %	3.1	3.5	4.5	2.5	3.0	3.0 3.8	
3469	1-10-17 to 4-4-19	80	20	Aver.	1823	1247	.68	1799	.99		
				Max.	1864	1310	.70	1887	1.01		
				Min.	1766	1168	.66	1806	.98		
				Diff.	98	152	.04	81	.03		
				Var. %	5.4	12.2	5.9	4.5	3.0	7.4 3.0	
4702	8-7-19 to 9-8-19	100	20	Aver.	1796	1166	.65	1710	.95		
				Max.	1806	1270	.70	1742	.96		
				Min.	1784	1064	.60	1667	.93		
				Diff.	22	206	.10	76	.03		
				Var. %	1.2	17.7	15.4	4.4	3.2	7.8 9.3	
AVERAGE PER CENT. VARIATION					2.9	9.9	7.6	5.8	5.7	6.2	6.2
F A C T O R S					Aver.		.66		.97		
					Max.		.68		.99		
					Min.		.65		.95		
					Diff.		.03		.04		
					Var. %		4.6		4.1	4.4	
ROUTINE TESTS	6-20-19 to 10-7-19	100	20	Aver.	1686	1156	.69	1689	1.00		
				Max.	1708	1211	.63	1765	1.04		
				Min.	1658	1077	.79	1629	.96		
				Diff.	50	184	.04	138	.08		
				Var. %	3.0	11.6	5.8	8.2	8.0	7.6 4.6	

Give me parcels of
Sulphate of Nickel

4 Sulphate of Copper
for 1 year, or 15 months
for George B. & Co.

{

[ATTACHMENT/ENCLOSURE]

Mr. Edison -

Your inquiry as to
sulphate of copper and sulphate of
lead.

We do not buy sulphate of
copper as it is recovered from the
rotating furnace, refined and put
back into the plating solution and
used in plating by means of lead
anodes.

As to sulphate of lead, in
the last year we purchased

11567 lbs. mostly white.

20338 lbs. double white.

The present market price is

12 1/2 lbs. per cwt.

12 1/2 lbs. double

Refining the same

Mr. Edison,

This sample (#13) is a magnetic oxide of iron which was prepared in an easier, quicker and more convenient way than any other so far made. It was very granular after precipitation, settled excellently and therefore could be washed free from sulphates without any trouble and will filter-press very well.

It was prepared this way:

Dissolve ferrous sulphate in boiling water, add a solution of caustic soda, just enough to precipitate all the iron as Ferrous Hydroxide (which is very bulky and slimy). Now add sufficient potassium or potassium chlorate to oxidize $\frac{2}{3}$ of the iron in the ferrous hydroxide. This changes the dark gray hydroxide to the black magnetic oxide and evidently has a dehydrating effect because the precipitate sets at once granular and heavy, settling quite readily and leaving a very clear supernatant liquor of potassium sulphate. After washing by decantation which could be done with cold water in quick succession on account of the readiness with which it settled, this precipitate did not more oxidize on drying and contains no sulphates whatever.

List of Duties At Present

② ^{Hildebrand 1919} Centralization and Reorganization
of Passenger Car Service. (Financing)

③ Handling of O'Rourke Property and
having search made etc —

④ ^{Winters} Campaigning for outside work
by Telephone, circularizing etc
for Rolling mill, Snow Dept, Plating etc
watching all price quotations and
following up to see why prices are
not accepted by customers.

⑤ ^{Winters} Supervising preliminary
Salvage & Scrap Organization

⑥ Have just closed Glen Ridge Ref
located place to move material
& have gotten out of Glen Ridge

⑥ Trying to sell Valley Road lot

⑦ Unranging S.B. Yard + Fence
etc on Valley Road +
Lakeside Ave where house was moved

⑧ Working with Schleimer during
Cph Williams absence and
att. in ~~Reception~~ purchasing ^{12/24}

⑨ Working with John Sloan in
interview outside parties in the
trucks and Krohn drive -

Prober ^{12/24}

Edison General File Series

1919. West Orange Laboratory -- Financial Statements (E-19-73)

This folder contains accounting sheets showing comparative monthly operating expenses at West Orange laboratory and Silver Lake, New Jersey. The expenses are listed in twenty-six categories, including labor, utilities, and other forms of overhead. Two documents have been selected: (1) a summary of cumulative expenses by department for the period January-August 1919; and (2) a summary of overall expenses by month for the entire year.

Approximately 5 percent of the documents have been selected. The unselected statements show departmental expenses for single months, as well as comparative expenses across several months for some departments.

THOMAS A. EDISON LABORATORY

Comparative Statement of Monthly

Expenses

ITEM OF EXPENSE	Total Fiscal Year to date	Expenses			
		"A" MACHINE SHOP	"B" DRAFTING SERVICE	"C" CONSTRUCT- TION DEPT.	"D" ENG. TEST SERVICE
1. Lost Time	7,615.93	42.26	2,193.43	911.50	973.36
2. Overtime (Extra Rate)	5,426.31	4,553.78			
✓ 2. " (Asst. Janitors, etc.)	560.56	226.32	80.21	21.43	36.19
3. Supervision	41,990.18	7,562.67	3,539.72	2,086.93	3,117.82
4. Administrative Service	6,629.54	104.04	269.18	116.53	215.06
✓ 5. Steam Mfg. & Maint	7,357.77	1,052.03	611.13	116.65	182.48
5. Steam on Ship	1,931.86				
✓ 6. Power (Electric)	968.50	940.22			
✓ 7. Light	827.99	254.94	70.29	21.32	31.05
✓ 8. Insurance (Fire)	3,931.90	1,246.26	344.21	112.66	148.40
✓ 8b " (Workmen's Liabil.)	1,102.98	409.04	118.75	56.21	59.32
✓ 9. Taxes (Incurred)	1,240.20	451.07	127.66	45.96	53.28
✓ 10. Water & Ice	1,227.95	458.59	126.87	44.67	53.38
✓ 11. Gas	153.54	42.24			
✓ 12. Amortization of Equipment	6,565.31	4,060.07	526.47	197.42	197.42
✓ 13. " " Buildings	1,360.53	619.28	165.28	61.20	61.60
14. Misc. Expenses & Supplies	7,523.06	1,665.07	1,157.42	452.31	299.65
✓ 14. " " " Gen'l.	650.82	323.13	93.71	45.51	45.02
15. Stationery & Office Supp.	2,170.29	156.14	532.66	109.26	245.24
16. Telephone & Telegrams	1,130.16	63.42	108.50	74.70	74.85
17. Financial Executive	2,495.64	835.65	245.37	113.37	154.26
✓ 18. Janitors, Watchmen, etc.	6,655.55	2,317.36	568.93	197.75	251.61
✓ 19. Cash Discounts	358.30				
✓ 21. Repair Equip. (Actual)	4,767.28	2,112.24	272.53	102.19	102.19
✓ 22. " Bldgs. "	2,703.26	1,230.63	324.39	121.11	162.16
23. Accounting	(12,715.63)	4,396.16	1,277.73	635.54	629.61
24. Receiving & Stores Service	(2,479.09)	1,468.62	128.71	59.46	67.72
25. Rent	5,647.28	2,232.32	617.22	210.05	262.09
26. Sales Scrap & Waste Material	811.31	581.51			
Pension	975.00	302.12	85.55	43.26	56.57
Edison Bond	617.31	237.06	68.03	32.73	34.60
TOTAL EXPENSE	114,016.30	33,744.34	11,966.73	5,487.06	6,681.59
Less Steam charged to Ship	1,931.86				
	112,084.44				
Loss S.L. Exp. Billed as Service Charges	3,755.00				
	108,609.44				
Expense Credited to Reserves	903.47				
" Distributed as Overhead	109,512.91	33,744.34	11,966.73	5,487.06	6,681.59
Productive Labor	156,232.08	53,690.53	15,724.93	7,524.15	7,666.15
Percentage of Overhead Dis-tribution	70 2/3 %	63 1/2 %	76 1/2 %	73 1/2 %	90 1/2 %
Percentage of Total Ex-pense to Production Labor					
Repairs to Equipment (Actual)	6,594.76	1,911.65	483.33	129.83	72.95

[illegible]

"B" & "O" ELEC. DIV. & ENGINEERS	"P" EXPERT MEPERS	"H" CABINET DESIGN
748.16	476.63	61.62
34.14	27.27	11.36
12,304.11	82.50	180.00
324.91	74.48	53.37
331.63	249.18	57.26
32.75	15.12	13.10
163.18	133.91	65.27
140.20	113.24	19.98
62.01	78.69	24.81
61.21	70.52	24.51
7.37	34.10	
65.80	35.80	
74.80	20.40	27.20
423.01	18.77	12.54
108.94	91.15	15.35
199.96	6.38	127.16
180.90	109.82	23.65
291.33	219.06	35.80
280.94	262.43	112.38
34.08	34.08	
148.13	38.90	54.05
1,507.18	1,221.40	210.88
153.36	131.64	16.85
295.44	294.64	118.18
75		
133.43	107.94	6.52
80.85	59.61	10.59
17,329.33 ✓	3,231.30 ✓	1,052.03 ✓

17,329.33	3,231.30	1,052.03
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18,319.23	14,811.53	2,680.71
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95%	22%	39%
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47.08 ✓	168.43 ✓	21.65
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THOMAS A. EDISON LABORATORY.

Comparative Statement of Monthly

Expenses

ITEM OF EXPENSE	Total Fiscal Year to date	DECEMBER.	NOVEMBER.	OCTOBER.	SEPTEMBER.
1. Lost Time	10,762.48	1,713.48	139.64	280.24	813.19
2. Overtime (Extra Rate)	9,131.83	998.22	834.09	756.43	1,086.78
2. " (Asst. Janitors, etc)	967.55	124.58	90.46	86.90	97.15
3. Supervision	63,629.98	5,716.39	5,061.18	4,591.23	6,263.02
4. Administrative Services	11,407.97	635.32	630.96	595.24	1,096.91
5. Steam Hfg. & Heat	13,246.83	1,113.48	914.79	899.17	1,029.57
6. Power (Electric)	1,658.60	140.00	140.00	272.50	117.50
7. Light	1,394.21	145.27	119.40	184.45	107.10
8. Insurance (Fire)	5,707.61	330.26	365.83	594.02	466.00
8b " (Wagon's Liability)	1,761.17	141.06	153.87	148.89	134.37
9. Taxes	2,205.78	241.38	241.40	241.40	241.40
10. Water and Ice	1,926.23	160.55	166.17	173.08	198.48
11. Gas	235.14	21.88	24.54	17.74	17.44
12. Amort. of Equipment	12,199.73	879.76	870.62	850.45	1,033.89
13. " " Buildings	2,047.69	171.85	171.85	171.81	171.62
14. Misc. Expenses and Supplies	12,534.96	1,549.46	1,309.77	1,143.47	979.24
14. " " " (Gen'l)	3,707.92	918.46	1,461.77	283.40	223.47
15. Stationery & Office Supplies	3,355.71	96.75	324.62	538.38	223.67
16. Telephone and Telegrams	1,887.03	190.00	176.30	196.62	193.95
17. Financial Executive	3,495.94	250.00	250.00	250.00	250.00
18. Janitors, Watchmen, etc.	10,228.40	1,028.92	840.90	734.19	970.94
19. Cash Discounts	757.31	27.75	18.31	58.77	60.10
20. Transportation	398.07	240.00	158.07	--	--
21. Repair Equipment (Estimate)	7,790.46	728.73	728.73	729.73	836.99
22. Repair Buildings (")	5,840.62	946.64	946.64	946.64	227.44
23a Accounting	(18,549.05)	(1,398.47)	(1,447.37)	(1,219.31)	(1,767.07)
23b Division Manager's Office	(2,067.86)	(1,170.64)	(897.22)	--	--
24. Receiving & Stores Service	(3,923.38)	(401.95)	(362.29)	(344.52)	(336.13)
25. Rent	3,105.29	562.00	562.00	562.00	562.00
26. Sales of Scrap Material	1,391.53	--	24.64	25.22	106.56
Pension	975.00	--	--	--	--
Edison Fund	617.31	--	--	--	--
Total Expense	176,837.90	17,952.69	15,426.66	13,829.89	15,612.36
Less S.L. Exp. billed as Service charges	4,155.00	--	--	--	1,160.00
Expense credited to Reserves	23.98	--	--	--	--
Expense distributed as Ov'hd	172,536.08	17,952.69	15,426.66	13,829.89	14,552.36
Productive Labor	248,547.05	25,513.84	21,544.39	21,276.31	25,170.14
Percentage of Overhead Dist.	69%	71%	72%	64%	58%
Repairs to Equipment (Actual)	9,135.95	912.43	709.21	526.83	392.72
Repairs to Buildings (Actual)	7,061.95	--	--	--	--

for the twelve months commencing January

1919.

AUGUST.	JULY.	JUNE.	MAY.	APRIL.	MARCH.	FEBRUARY.	JANUARY.
1,994.44	1,940.07	1,707.82	527.13	433.24	286.30	579.43	547.50
590.35	955.99	687.19	569.26	502.61	714.53	746.64	670.54
63.72	79.35	80.51	71.47	69.02	56.37	78.70	72.42
5,016.05	5,252.66	5,298.77	5,297.98	5,979.06	4,711.49	4,849.07	4,993.90
1,093.67	998.99	1,327.59	1,285.98	749.11	1,251.79	850.64	1,202.07
365.26	502.31	1,031.94	293.36	2,353.06	1,540.00	1,567.06	1,636.64
--	235.00	117.50	--	281.00	120.00	120.00	115.00
21.24	97.00	112.59	4.18	244.23	101.70	132.09	115.16
455.17	457.65	471.66	457.96	524.93	527.95	457.70	599.68
139.99	142.57	153.67	145.00	151.83	139.42	149.96	163.54
241.40	241.40	241.40	150.00	150.00	150.00	150.00	94.00
201.16	228.31	166.11	191.29	121.86	118.93	103.01	97.28
15.37	12.03	16.12	15.36	20.23	18.89	26.84	30.71
1,126.57	1,106.34	1,090.78	1,071.52	1,054.49	1,047.98	1,037.74	1,028.89
170.07	170.07	170.07	170.07	170.07	170.07	170.07	170.07
1,357.91	705.64	660.34	1,091.46	1,511.38	677.14	866.90	952.41
199.97	129.07	110.44	15.72	197.29	143.14	46.79	102.19
280.09	285.02	456.54	141.01	330.16	253.74	180.05	245.69
227.66	165.85	160.29	157.80	149.35	117.66	146.39	5.17
250.00	250.00	250.00	250.00	250.00	250.00	250.00	745.84
925.87	949.89	797.59	798.71	934.20	750.20	842.96	754.43
100.00	110.10	64.42	51.91	55.00	11.00	48.06	11.00
--	--	--	--	--	--	--	--
936.99	936.99	510.44	510.44	510.44	510.44	510.44	541.10
297.44	297.44	351.16	351.16	351.16	351.16	351.16	352.68
(1,599.05)	(1,514.75)	(1,910.70)	(1,770.39)	(1,456.23)	(1,756.91)	(1,144.25)	(1,474.66)
(--)	(--)	(--)	(--)	(--)	(--)	(--)	(--)
(293.22)	(265.33)	(281.78)	(213.92)	(399.48)	(395.00)	(315.52)	(334.94)
553.67	1,240.67	55.67	576.67	596.48	602.96	673.12	772.03
99.74	467.03	8.75	247.41	1.05	6.17	14.64	155.00
39.47	--	96.05	41.68	96.91	353.20	--	--
15,189.35	15,011.34	15,384.47	12,680.35	16,300.96	13,719.02	12,966.63	12,964.13
1,677.60	1,757.60	--	--	--	--	--	--
13,501.85	13,223.94	15,384.47	12,680.35	16,300.96	13,719.02	12,966.63	12,964.13
144.19	599.35	27.62	71.19	14.19	20.64	34.74	10.71
13,646.03	13,913.19	15,412.09	12,751.63	16,286.01	13,789.66	12,901.37	12,974.99
17,075.55	11,585.75	15,193.50	19,647.85	23,856.17	17,106.95	19,666.15	17,270.95
90%	64%	95%	65%	69%	72%	69%	78%
909.17	566.16	1,039.82	1,053.11	1,314.61	471.15	402.47	938.27

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made to ensure legibility.

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END

FINANCIAL CONTRIBUTORS

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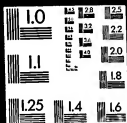
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